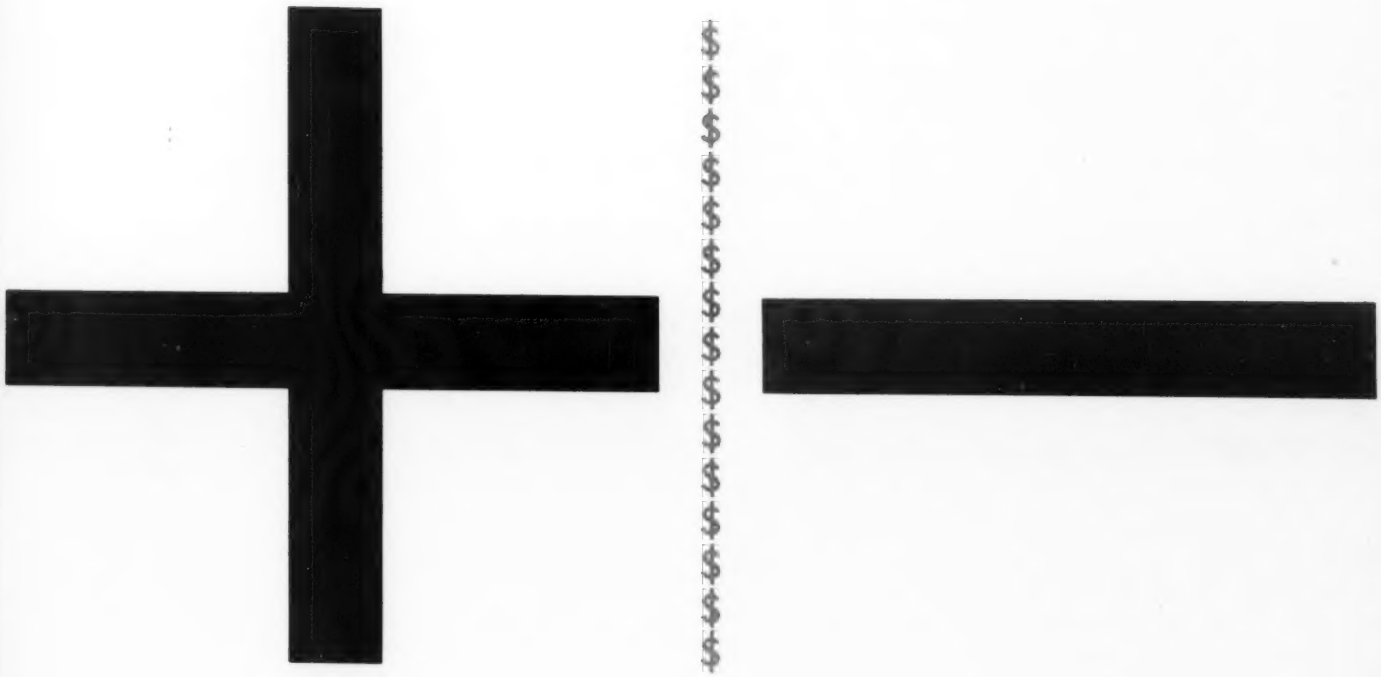
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

November 29, 1965



Top Federal Authorities give views on the Balance of Payments

Business Bulletins *from around the world*

AUSTRIA—Bank of America opens branch in Vienna to become first U.S. commercial bank with facilities here. Vienna branch is bank's 33rd foreign branch.

BELGIUM—Union Carbide Corp., New York, announces plans to expand plastics manufacturing subsidiary, Cobenam, S.A. into major petrochemical producer in Northern Europe. Cobenam will build new facilities in Antwerp to increase its manufacturing capacity to some 200,000 tons of polyethylene a year. In addition, new range of petrochemical derivatives planned for future.

ETHIOPIA—World Bank approves loan equivalent to $4.8 million to Imperial Board of Telecommunications to assist Board to expand, improve telephone, telegraph services in main urban centers, between towns in Ethiopia and between Ethiopia and other countries.

FRANCE—September industrial production index was 2.5% above September 1964. Principal gains over September 1964 were in chemicals (up 10%). Preliminary indications of October poll of business leaders confirm favorable trend in industrial production already recorded in September.

January-September imports from the U.S. ($798.6 million) lagged 6.8% compared to first nine months of 1964. Total French imports aggregated $7.507 million, increase of 2.8% above January-September 1964 level. U.S. share of total French imports receded from 11.4% in first nine months of 1964 to 10.6% in comparable period this year.

ITALY—January-July consumption of petroleum products was 22.7 million metric tons, up 9.3% from last year. Main items were gasoline, fuel oil, diesel fuel, kerosene and diesel lubricants, bitumen. During same period, domestic production of crude was 1.4 million tons, compared with 1.3 million tons in 1964. Imports rose by 21.3% to total of 38.3 million tons of crude.

Standard Oil of New Jersey and SNAM, affiliate of ENI, National Hydrocarbon Agency sign 20-year contract for Libyan liquefied natural gas (methane). Under contract, Standard to move natural gas to Marsa El Brega, Libya, where it will be liquefied by refrigeration. Specially built tankers will then move gas to port in northern Italy. Deliveries, due to start in late 1968, will average about 235 million cubic feet a day. Methane will be allowed to revert to its natural form and will then be pumped into SNAM's pipeline network in Po Valley.

MALAWI—According to local press, Government of West Germany will build 400-bed hospital at Zomba.

MEXICO—Among new manufacturing developments are: Hojalata y Lamina, S.A.'s new $50-million plant in Puebla to produce annually 200,000 metric tons of steel bars, billets, profiles and structures; and Bliss and Laughlin Latinoamericana's plant expansion to produce 40,000 metric tons of specialized steel within the next two years.

Petroleos Mexicanos (PEMEX) announces award to British firms of contracts for petrochemical plants, 1,000-metric-ton-per-year ammonia plant at Minatitlan and a 24,000-ton-per-year isopropylic alcohol plant at Salamanca to one firm; and 6,000-metric-ton-polyethylene plant at Reynoss to another firm.

NETHERLANDS—State Mines to construct plant for production of ethene-propene copolymers to be used in manufacture of synthetic rubber.

KLM forms subsidiary KLM Nordzee Helicopters. New firm to furnish transportation for crews and equipment between mainland and North Sea drilling platforms. Company seeks long-range twin-engined helicopters with large carrying capacity.

January-August imports from U. S. totaled $477 million, 8% decrease compared with like period 1964. U.S. market share was 10% compared with 11% in first eight months of 1964.

SOMALI REPUBLIC—Country's first steel plant, Fersomala, officially inaugurated. New enterprise will utilize scrap metal available locally to manufacture steel rods of varying diameters for use in reinforced concrete construction. Initial production of 20 tons of rods per day is anticipated. Local supply of scrap metal is said to be sufficient for about 10 years.

UNITED KINGDOM—Industrial construction figures recently issued indicate that there is as yet no sign of any downward trend in British industries' plans for construction of new factories or enlarging existing ones. In third quarter, 746 industrial development certificates—covering 15.3 million square feet of industrial space—issued, compared to 740 certificates issued in second quarter of current year, covering 15.2 million square feet. This represents quarter-to-quarter advance of over 7% in terms of volume of construction. Level of construction in third quarter was second highest of any quarter in recent years, being exceeded only by first quarter of this year (16.8 million sq. ft.).

VENEZUELA—Ministry of Development announces Government credits now to be given only to new industries established outside Caracas metropolitan area. This policy is part of Government's effort to diversify industry by encouraging manufacturers to invest increasingly in interior regions. To help disperse industry during 1964, 77% of total Venezuelan Development Corporation's credits and 90% of small industry credits awarded to firms outside Caracas. Venezuelan Development Corp. (CVF) indicated that assistance would be readily available for industrial projects relating to future LAFTA trade.

ZAMBIA—Lever Brothers to erect detergent plant at Ndola. Production is scheduled to start in 1967. New plant will have capacity to supply entire domestic requirements in powdered detergent field when it goes into full production.

U.S. Department of Commerce

John T. Connor
Secretary

Alexander B. Trowbridge
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents, and mail either to any Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Address changes should be sent to the Superintendent of Documents.

Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

the cover

The U.S. balance of payments situation received a searching examination recently as three high-ranking Government officials reported on its present and future course. Treasury Secretary Fowler said the Vietnam expenditures will make it necessary to find room for improvements elsewhere. Federal Reserve System Governor Robertson noted a zero outflow of bank credit so far this year. Commerce Secretary Connor, with the other two and also at the National Foreign Trade Convention in New York, again urged the nation's businessmen to place a voluntary restraint on outgoing capital. See pages 2 through 6 and pages 10-14 for reports on the three officials' statements and the NFTC details.

International Commerce

Published by BUREAU OF INTERNATIONAL COMMERCE

November 29, 1965 — Volume 71, Number 48

FEATURES

2 Three top federal authorities examine U.S. balance of payments situation; voluntary approach to continue; bank credit outflow zero so far

7 Advance men travel across Germany in exhaustive fashion to bring buyers, agents to American pavilions at international trade shows in Essen and Cologne

10 National Foreign Trade Convention hears policy declaration, message from Johnson, talk by Connor on final day; best answer: more trade

15 First U.S. aerospace industry trade mission says European industry small but growing and offers potentially attractive market for American firms

WORLDWIDE BUSINESS OUTLOOK

16 Economic growth in Latin America in 1965 satisfactory on the average; from Juarez to the Cape, each nation has own prospects and problems

17 Mexican private sector continues investment thrust; public sector expenditures also rise, pushing economic activity to new highs in third quarter

20 Costa Rican consumers off on record retail buying spree which is expected to continue through Christmas season; U.S. trade missions scout for sales

U.S. GOVERNMENT ACTIONS

27 Equivalent of $158.8 million in local currencies now available in 19 developing countries for loans to U.S. private enterprises for overseas projects

INVESTMENT OPPORTUNITIES

29 Manufacturers in England, Finland and Sweden offer licensing rights to U.S. firms; ventures open also in British Honduras, Argentina, Finland

30 Colombian commercial fishing concern seeks expansion through joint venture with experienced U.S. firms; refrigeration expert required

WORLD TRADE OPPORTUNITIES

31 Several projects opened abroad
33 Leads for exporters
39 International representation
42 Leads for importers
43 Visiting buyers and officials
43 New trade lists
43 Future construction
44 Significant awards

THREE LEADERS EXAMINE U.S. COURSE

Top Federal authorities view payments balance

1 Commerce Secretary Connor reports voluntary approach to continue through 1966. Investment outflow curbs to be asked—with specific 1966 targets recommended—and further export expansion, income repatriation and return of short-term foreign assets sought.

2 Treasury Secretary Fowler points out that Vietnam expenditures will inevitably affect future balances of payments. Room must be made by improvements elsewhere to compensate for this outflow as well as for expected 1965 deficit margin. Our commitment to succeed is unlimited.

3 Federal Reserve System Governor Robertson notes zero outflow of bank credit in 1965 so far, compared with 1962-'64 average of $1 billion. Foreign loans and investments by U.S. commercial banks, other institutions expanding at $730 million rate now, down from 1964's $3.5 billion.

The following statements were made by Secretary of Commerce John T. Connor, Secretary of the Treasury Henry H. Fowler, and Federal Reserve System Governor J. L. Robertson at a news conference in Washington on Nov. 17. Mr. Robertson's remarks are reprinted from a summary press release:

Connor: The balance of payments statistics for the third quarter are a cause for both satisfaction and concern. These figures demonstrate that the voluntary program of American businessmen has made a significant contribution toward reducing the deficit in our balance of payments. I want to take this opportunity to commend the private business sector for the vital effort that is being made to help solve this serious national problem.

I am particularly pleased that the trade surplus showed a healthy expansion during the third quarter. It appears that during the July - September months, our exports were able to recover from the adverse impact of the dock strike last winter and were not badly hurt by the shipping strike during the summer. Also during the third quarter, the annual rate of increase in imports slackened somewhat. This resulted in a further strengthening in our trade surplus—although at an annual rate it still remains substantially below that registered for 1964.

But the third quarter balance of payments figures also give us some concern. Although detailed figures are not available as yet, we know that the volume of American travel abroad during the summer ran considerably higher than a year ago. The result may be a worsening in the payments deficit owed to travel from $1.6 billion in 1964 to perhaps as much as $1.9 billion in 1965.

Another area of concern to us is direct investment. The statistics on direct investment reported on a regular basis to the Office of Business Economics in the Department of Commerce will not be available for another few weeks. It will be recalled that the outflow for direct investment, on a seasonally adjusted basis, amounted to $1.2 billion in the first quarter, before the voluntary program was underway, and declined to $882 million in the second quarter. Thus, despite the reduction during the second quarter, the direct investment outflow during the first half of this year exceeded $2.0 billion compared with $2.4 billion in 1964 as a whole.

In the absence of the regular statistics on direct investment, we have examined early reports for the third quarter submitted by companies participating in the voluntary program. This evidence suggests that some further reduction in the level of direct investment occurred during the third quarter. Yet, the rate of the outflow appears to remain high. Moreover, the level of direct investment which companies are projecting for next year clearly indicates that we can expect added pressure on the outflow of funds from the United States to finance projects abroad.

This prospect of a further rise in direct investment in 1966 has convinced us that it is desirable to extend the program through 1966 and to recommend a number of ways to make it more effective. Furthermore, this need has been reinforced by the serious effects on the balance of payments which we can anticipate from the increased military effort in Viet Nam.

But in strengthening the voluntary program for 1966, it will remain *voluntary*. We are convinced that the voluntary approach during 1965 has enabled the business community to expand appreciably its already positive contribution to the balance of payments. This voluntary approach will continue in 1966.

We will also continue the basic strategy which was followed this year. Each corporate executive will be encouraged to find ways to maximize the contribution of his firm to the improvement of the balance of payments as a whole. He will be encouraged to expand exports, to repatriate income from abroad, to minimize the holding abroad of short-term financial assets, and to maximize the amount of funds which can be raised abroad to finance capital projects. To stress the urgency of this basic task, an overall American industry improvement target will be recommended.

The 1966 program will place special emphasis on the voluntary restraint of direct investment. Corporations will be asked explicitly to minimize the outflow of funds from the United States for direct investment. A separate target for direct investment will be recommended for business corporations as a group. This target will be designed to achieve a specific, quantitative improvement in the surplus of direct investment income over direct investment outflow in 1966 compared with 1965.

A separate formula for direct investment will also be suggested to individual companies to enable them to fix their own direct investment targets in a meaningful way for the two year period 1965 and 1966 combined.

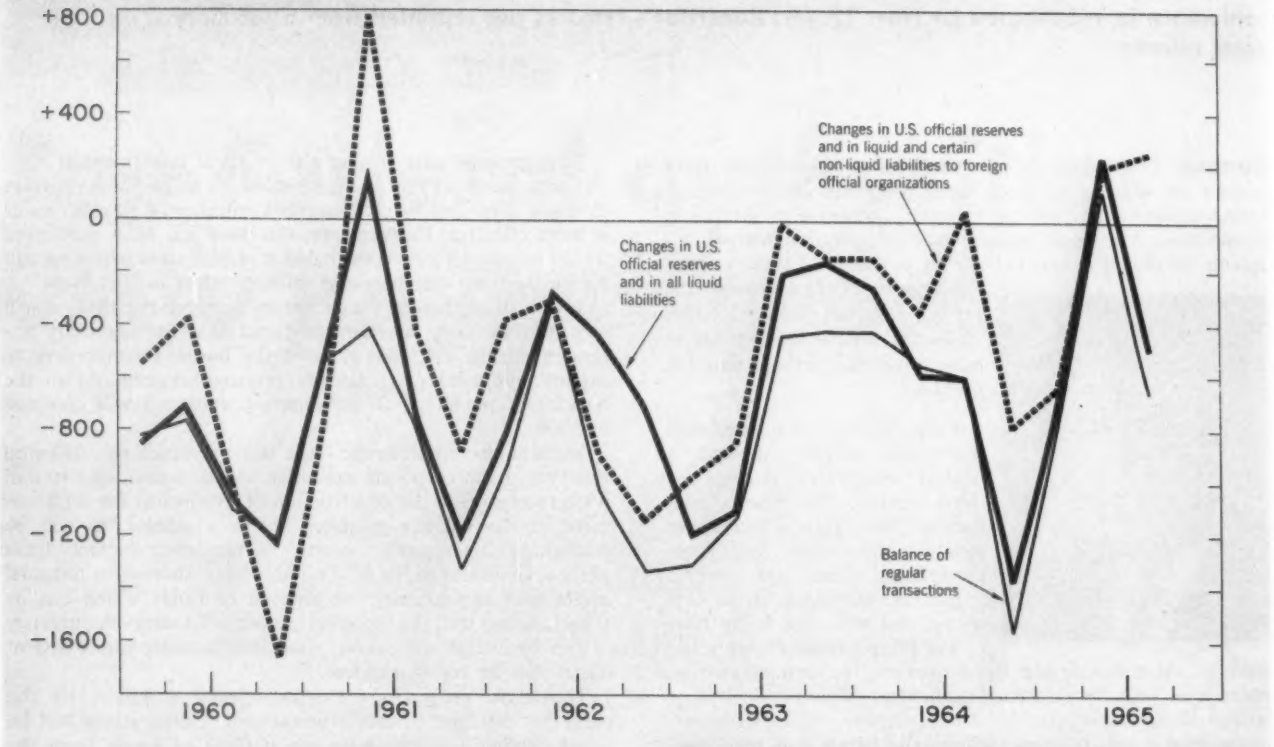
The quantitative improvement expected through restraint on direct investment will be added to the improvement the companies can achieve through export expansion, the repatriation of income and the repatriation of short term financial assets. This combination should yield for the business community as a whole a sizeable increase in its contribution to further reduction in the balance of payments deficit during the year ahead.

We are planning to make our recommendations to the companies concerning the details of the 1966 program as soon as possible—and certainly before the end of this year. I am personally confident that the leaders of American business fully understand the seriousness of the foreign situation which we face. I am also convinced that they appreciate the urgency of the task to reduce further the deficit in our balance of payments. I also have no doubt whatsoever that they will continue to cooperate on a voluntary basis in our extraordinary effort to achieve this vital national goal.

Comparative measures of the

U.S. Balance of International Payments

In millions of dollars, seasonally adjusted



Fowler: When we announced last August that we had a small surplus in our foreign payments during the second quarter of this year, we emphasized, first, that we would not be benefitting in the third quarter from favorable factors that helped earlier, and second, that on the contrary, adverse factors would be at work during the third quarter.

Special factors in the second quarter involved the effect on our trade balance of exports deferred from the first quarter because of the shipping strike, the very favorable results from the net reduction of capital outflows under the voluntary restraint program for banks as they reduced the scale of new loans to come within the prescribed ceiling, and the sharp reflow of corporate liquid funds under the program administered by the Department of Commerce.

Figures for the year through the third quarter show that our prediction that "we would lose some ground in the third quarter" was justified.

We are reporting a deficit, after taking account of seasonal influences, of $485 million dollars. This is the result for the third quarter on the accounting basis—known as the "overall" payments balance—that includes changes in United States reserve assets, and in our liquid liabilities to all foreign holders of dollars.

On this same accounting basis, we had a surplus of $247 million in the second quarter and a deficit of $701 million in the first quarter.

The balance of payments report also shows another measure of our payments situation—known as the official settlements balance—that is far more favorable.

The use of this official settlements balance implements one of the major recommendations made last Spring by the Review Committee on Balance of Payments Statistics led by Dr. Edward M. Bernstein. Our balance of payments statistics will show this alternative view of our payments balance regularly hereafter.

This measure indicates a surplus in the third quarter of $260 million, or, a slight improvement over the second quarter performance, when, on this same basis, we had a surplus of $210 million. On this same basis, there was a deficit of $634 million in the first quarter.

The difference between the two measures of our payments balance arises from the fact that the official settlements balance embraces only changes in our direct liabilities to official holders of dollars. That is, changes in private foreign dollar holdings are excluded, on the grounds, among others, that they should be regarded as working balances, and are therefore unlikely to be converted into official holdings which in turn could be used as a claim against our gold reserves.

Both these accounts differ from a third measure used before

now, and which may be the one most familiar to you. That is the "regular" balance. That method did not take into account dollar receipts resulting from special government transactions, consisting mainly this year of advance repayments of U.S. Government loans and payments in connection with military exports. If these receipts were omitted, as they have been in the past, our deficit would be $130 million higher in the third quarter. This "regular transactions balance" will no longer be shown as a summary line in our balance of payments statistics.

On any accounting basis, there is a great improvement over both 1963 and 1964. On the overall account, our seasonally adjusted deficit through the first three quarters, *on an annual rate basis*, is $1.25 billion, compared with $2.8 billion in 1964 and $2.7 billion in 1963. The official settlement version is at a seasonally adjusted annual rate of approximately $200 million as compared to $1.25 billion in 1964. On the now disused "regular" account our deficit this year would be running at an annual rate of $1.7 billion, compared to $3.1 billion in 1964.

In measuring 1965 performances to date against 1964 one special factor should be noted. We estimate that from Jan. 1 through September of this year the conversion of British held U.S. securities, undertaken to help the pound, had unfavorable payments results for us of about half a billion dollars.

The result for the third quarter when the official account is used indicates that during the period there was a very sharp increase in the dollar balances of foreign private holders as distinct from official reserves. This demonstrates that the official account measure conveys important information about the position of the dollar in the world, and is not merely a statistical flourish. The rise in private dollar holdings of foreigners indicates that private holders, rather than turn dollars over to central banks, are content to hold them as working balances. This indicates confidence among business men and investors abroad that we are on the road to overcoming our balance of payments deficits.

It should be noted that net sales of gold to foreign official accounts during the third quarter totalled only $96 million. Net sales of gold in the second quarter totalled $299 million, exclusive of $259 million of gold sold to the International Monetary Fund. Net sales of gold in the first quarter came to $811 million.

But while these results showed the very substantial improvement required, they also underline the need for following through deliberately and purposefully to assure a similar improvement in the year ahead. At this time an intensive review of our balance of payments is underway to prepare the 1966 program. The results of that review will be announced sometime later this year. At this time I would only like to underline what the Federal Reserve announced some time ago, namely, that the guidelines for banks and nonbank financial institutions next year will use the same base as was used for the program during 1965, namely, the outstandings of each financial institution on December 31, 1964. The percentage factor to be applied to this base in determining the 1966 ceilings has not yet been determined. Governor Robertson discusses the results of the program administered by the Federal Reserve during the third quarter in somewhat more detail. I would only like to say that the banks and nonbank financial institutions continue to perform admirably and we are confident that they will continue this very heartening cooperation in an effort so deeply imbedded in the national interest.

Secretary Connor is discussing the program which he administers. I would simply note, as Secretary Connor has done previously, that the program he administers will continue through 1966 on a voluntary basis. There will certainly be some sharpening of the targets, including a specific one for direct investment abroad, and the performance under the 1965 program will certainly be taken into account. The target to be set for savings under this program will cover, as it should, the 1965 and 1966 outflow together—and it is important that this be clearly understood. Performance by the individual company will be measured by adequate reporting devices, and measured in terms of performance in 1965 and 1966 combined. So, it will not be of advantage to invest at a high rate in 1965 with the expectation that the new target in 1966 will ignore 1965 performances.

SECRETARY CONNOR: 'Each corporation executive . . . will be encouraged to expand exports.' Scene is London Trade Center show on testing apparatus.

I am both confident that we are on the path toward equilibrium in 1966 and equally aware that we have a substantial distance to go to cap our efforts with full success. And I would not want to leave any impression, in talking here primarily about the programs administered by the Department of Commerce and the Federal Reserve, that other sectors of our balance of payments are not receiving intense analysis and critical review.

We must, in any look ahead, take into account the fact that expenditures in Vietnam will inevitably affect in sig-

nificant amount both total expenditures and our balance of payments. Room must be made by improvements elsewhere to provide for these expenditures for which there is no alternative as well as deal with the 1965 margin of deficit that surely will emerge. Wherever improvements can be made by willful effort—and no amount is too small to be given attention—these improvements will be made. I intend to carry out the President's declared intention in that regard.

Now a word or two about the third quarter results. I am discussing the overall balance results.

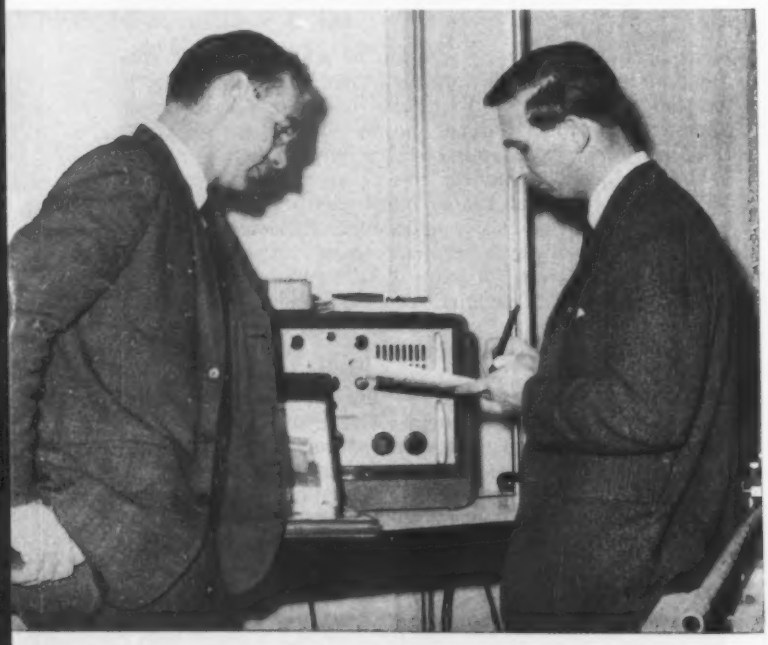
There were improvements in three principal sections: trade, where we were $257 million better off than in the second quarter; sales by Americans of foreign securities, where we were $85 million better off, and debt payments making a favorable difference of $174 million.

The situation was less favorable in the third quarter in three other respects: in the amount of new issues of foreign securities purchased by Americans, where the difference was a minus $162 million; bank loans, both long and short, where the early level of gains achieved in the second quarter was diminished by $431 million, and payments for United States military exports, where there was an unfavorable difference between the second and third quarters coming to $176 million.

The balance of these items fail to account for some $489 million of the swing from the second quarter surplus to the third quarter deficit, because we will not have until some time in December full information on the payments results of direct investment, investment income, loans by lenders other than banks, tourism, and errors and omissions. We do know that increased tourist spending abroad in the third quarter as compared to earlier quarters will probably account for a part of the $489 million.

Let me close by quoting what the President told the meeting here of the World Bank and International Monetary Fund Directors this fall on the subject of ending our payments deficits, because his statement clearly indicates the extent of our commitment to success in this national task.

SECRETARY FOWLER: To solve our balance problem, 'no amount is too small to be given attention.' An export transaction at a London Center display.



"The U.S. has taken firm action to arrest the dollar drain. Should further action be necessary in the future, such action will be taken.

"I want to be very clear about this. We must, in our own interest and in the interest of those who rely on the dollar as a reserve currency, maintain our payments in equilibrium. This we will do.

"The world not only expects but requires that the dollar be as good as gold."

Robertson: Foreign loans and investments of U.S. commercial banks and other financial institutions expanded during the first nine months of 1965 at an annual rate of about $730 million, contrasted with the $3.5 billion record expansion in 1964. This announcement is in connection with a report on the progress of the President's balance of payments program during the first three quarters of 1965.

Foreign loans and investments of U.S. commercial banks did not expand at all in the third quarter of 1965; rather they declined by $100 million, bringing the total amount outstanding at the end of September to slightly below the level at the end of December 1964.

This zero outflow of bank credit thus far in 1965 may be compared with an outflow of $2.4 billion in 1964, and an annual average of over $1 billion for the three years 1962-64. Although some banks are still in excess of the target ceilings, there is still ample leeway within those ceilings for the banking system to accommodate both outstanding commitments and priority credit needs (i.e., export credits and loans to less developed countries) during the remainder of the year.

Foreign credits of financial institutions other than banks rose by about $380 million during the third quarter, to a level about $550 million above their December 1964 base. Net credits extended by such institutions in the year 1964 amounted to more than $1 billion. These institutions have repatriated liquid assets held abroad, in compliance with the guidelines, by about 40 per cent, or $185 million, since the first of the year. Foreign assets with a maturity of 10 years or less combined with investment in financial subsidiaries abroad —to which a target ceiling of 105 per cent of the December 1964 base applies—have risen about 2.5 per cent, or $30 million, so far this year.

However, long-term assets, for which no percentage guideline ceilings were established, rose by 4 per cent of the December 1964 base in the third quarter and by 7.2 per cent, or $710 million, for the nine months as a whole. The increase in this asset category was largely accounted for by an increase of $650 million in holdings of Canadian securities and an increase of $170 million in securities of the less developed countries and international institutions. Holdings of long-term assets in developed countries other than Canada and Japan actually fell by $140 million, or nearly 8 per cent, in the first nine months of the year.

In making this announcement, it is reiterated that, whatever target ceilings for foreign credit expansion by commercial banks may be established for 1966, they will continue to be based on the amounts outstanding at the end of 1964.

THEY BRING BUYERS TO SHOWS

Advance men set hot pace

Commerce-sponsored exhibitions have officials on the road visiting top prospects

By CLARK JONES

Staff Writer

His name is Don C. Schmadel, a Pittsburgher out of Washington, D.C., traveling at this pace in Germany:

Out of Stuttgart at 8:30 a.m. by car to Heilbronn, 80 kilometers away. Half-hour interview. Off to Neckarsulm, 14 kilometers away. Hour interview. On the road to Kornwestheim, 40 kilometers distant. Half-hour interview. To other side of town. Hour interview.

Next day, out of Stuttgart at 8:30 a.m. by plane for Hamburg. By car to outskirts of town. Hour interview. To other side of town. Half-hour interview. Off to center of town. Hour interview. Back to outskirts. Half-hour interview. Back to hotel in center of town.

Next day, off at 8:30 by plane for Frankfurt. Brief meeting. Off to Neu-Isenberg, 10 kilometers away. Hour interview. Off by car for Darmstadt, 20 kilometers distant. Half-hour interview. On the road to Wiesbaden, 35 kilometers away. Back to hotel in Frankfurt.

And so on for a good three weeks, logging several thousand kilometers, in a dozen cars, some trains, buses and Lufthansa planes, making stops in a score of cities, concluding interview after interview.

Traveler identified

Who is Don C. Schmadel and why was he crisscrossing the German landscape in this exhaustive fashion?

He is a Department of Commerce trade promotion officer, who was sent out ahead of a Commerce-staged exhibition of U.S. welding equipment in Germany this fall. His visits were with prospective agents for American manufacturers. They paid off: the sales record at the exhibition was more than $1 million, with future sales estimated at $5.5 million. The number of agencies appointed totaled 74, with 126 more in the works.

Schmadel's work, coupled with trade paper announcements and feature articles, beyond any doubt helped to bring the buyers and prospective agents to the exhibition. What they came to see included such equipment as remote control welding, metal depositing and arc-torch cutting and welding power units.

He has a colleague in the same trade promotion office in Washington, Robert Levine, who compiled a similar log of journeys across Germany in advance of the Cologne meat equipment exhibition, held just before the Essen show. The prospects he helped to bring to Cologne through his personal stops at their local places of business helped add up to total sales of $500,000, with $5.1 million worth expected in the next year. Agents appointed? 46.

Schmadel spent most of his interview time talking with distributors and wholesalers in the welding and cutting field. Levine was able to aim directly for the big consumers.

These activities reflect the pattern of work of what the Commerce officials call a market development officer. Not all compile the travel totals of Schmadel and Levine, but all perform a similarly comprehensive job of spading up the likely prospects for the U.S. exhibitors.

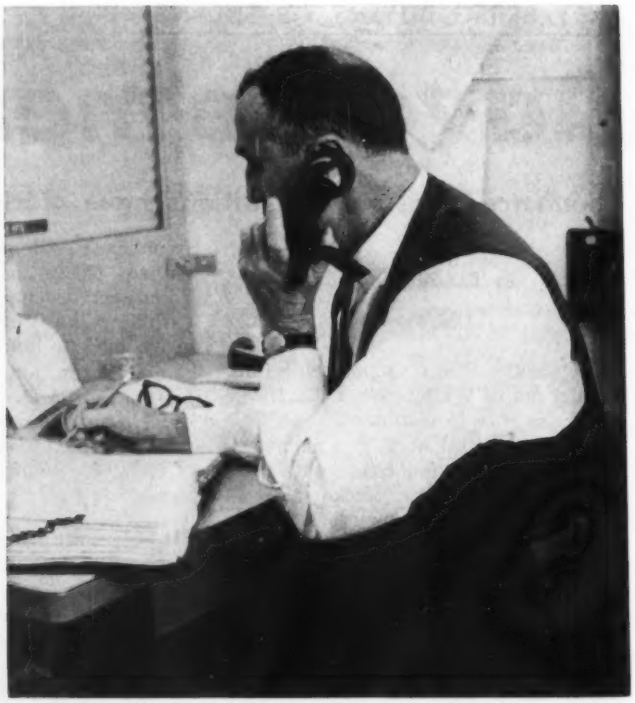
Their philosophy about the task was summed up this way by Schmadel: "The more prospects you can inform about the U.S. exhibit, the more you will have there; otherwise, they might bypass the American pavilion."

Three-part task

The hectic pace of skipping back and forth across Germany was only part two of a three-ringed job which began while Schmadel and Levine were still in Washington. Before they left the States, the two men contacted every single exhibitor in their respective shows, talked about their role of marketing officer and asked for full information on products to be shown, and for photos and catalog sheets.

They made a catalog file book, including copies of exhibitors' participation

AFTER WEEKS of hard traveling, Levine finished his last interview and went back to Cologne for the exhibition. The German manufacturers he had talked to promised to visit the American pavilion, and they did. Some of them are seen above inspecting a ham-pickling machine from the Allbright-Nell Co.



MARKET DEVELOPMENT OFFICERS Schmadel (left) and Levine start their busy task of spading up likely agents and buyers while still in Washington.

agreements and personal notes jotted down during phone conversations with the participants. This way, they carried with them exact knowledge of what the American exhibitors were entering the show for—to make on-the-spot direct sales or to appoint agents and representatives. Or both.

Then came the second part, outlined above, the hard traveling and personal interviews with the heads of a carefully selected list of German firms, in the welding field for the Essen fair, in meat machinery for the Cologne show.

The German businessmen, manufacturers, wholesalers and trade association heads were given a full picture of what the American exhibitors had to show and sell. When a manufacturer, for example, showed a particular interest in a new line of meat packing equipment, Levine jotted down his name and later turned it over to the U.S. company that could extend him a helping hand.

Most of the interviews had been set up before Schmadel and Levine arrived. U.S. consular officials had done a careful job of selecting promising prospects, highly rated in their respective fields. Both MDO's found this advance work done so well that the interviews were launched smoothly. In fact, Schmadel pointed out, the German distributors and manufacturers were "pleased and impressed" to have personal visits from Washington representatives.

Levine spoke of another responsibility which he—and Schmadel—had during these talks. Once the interview was underway, "we had to meet the questions (they) raised about America and American business conditions, procedures and practices." In this way, he said, we "achieved a higher mission" and established good will "as well as business prospect interest."

Then to the show

After the last interview and after the last notes were converted into report form for the U.S. exhibitors to study, the two men still had hard work ahead of them—at the show, where they acted as hosts to the visitors. They were glad to find that all the men interviewed kept their promise to visit the American booths in the two shows.

Whereas weeks earlier, Schmadel and Levine had crisscrossed the country, now it was time to jump back and forth across the U.S. pavilion, constantly inspecting the American manufacturers' booths, checking the needs and requests for service, and making sure each exhibitor was getting his share of visitors.

This time a day's diary looked like this:

At the show at 8:30 a.m. Into the Business Information Center. Answered a visitor's questions about a new line of products not exhibited at the show. Talked with three exhibitors to learn the German reaction to their booths. Off to have personal look at four booths at far end of pavilion. On the way talked briefly with reporter from large German trade paper. Brought prospective buyer from Dortmund to booth of exhibitor from Pasadena, Calif. Quietly left exhibitor and buyer alone to talk business. And so on throughout each day for the remainder of the fair.

At the end of the day they had a chance to "socialize" with the exhibitors "in a relaxed atmosphere away from the show," Levine reported. "In this way, the day's results were crystallized . . ."

One additional task, a valuable one for the American firms casting an eye on prospective agents, was making on-the-spot credit checks.

"If a prospective German agent—or one from Greece or Spain or Turkey—came to the booth of a welding equipment manufacturer from Dubuque, Iowa," Schmadel explained, "the American businessman naturally wanted to make a credit check."

"We gave his name to the exhibit's Business Information Center staff. If the man was from Germany, a staffer could get on the phone right away to the U.S. consulate nearest his home. Within minutes, the American exhibitor could have the answer about the man.

"If the prospective agent came from beyond Germany, then the U.S. Embassy in that country handled it. This took several hours."

Schmadel handled 70 credit inquiries, 28 of them outside Germany, and Levine reported as many during the Cologne show.

Was this effort appreciated by the American exhibitors? Here is what some exhibitors commented:

The Alkar Engineering Corp.: "There have been plently of prospects interested in the manufacturing of our equipment in Europe, and also for sales agents; well satisfied with show arrangements. Marketing information was well set up for us as a guide for future export operations. I did not come to sell at this time. I came to make connections for the manufacture of our equipment. This show has served all of my present objectives."

The Baltimore Spice Co.: "The Department of Commerce, much to our surprise and that of other exhibitors, did such an outstanding job for us that it became easy to sell our merchandise here and get the exposure and the advertising that we never could have gotten by ourselves."

The Standard Casing Co.: "The market development program was quite helpful in getting our thinking on the right path and seeing that we could talk intelligently with our prospective agents and customers."

Tempil Corp.: ". . . Our participation in the Essen welding show produced expressions of interest from some 40 firms in the possibility of distributing (our) products in Germany. Many of these became aware of our products and their potentialities as a result of (Schmadel's) valuable missionary work prior to the show."

And Schmadel and Levine, whose regular work is The Stateside recruiting of American companies to enter Commerce-sponsored commercial exhibitions in Germany and Scandinavia, can now describe to other companies from their own experience the service that awaits them.

SCHMADEL, LIKE LEVINE, logged thousands of kilometers as he set an exhaustive pace across Germany to interview distributors and trade association officials. His work, and advance preparations by U.S. commercial officers, helped bring those men to the U.S. booths at the Essen fair. Three of them carefully watch E. F. Cahn of the J. W. Harris Co. demonstrate solders, fluxes and silver brazing products.

Manpower important in export success, Britons are told

While Great Britain is engaged in an urgent search for ways to increase its export totals, it may be overlooking one of the most obvious methods: building up its export sales force. So Britons are told by a market research specialist.

A surprisingly small number of people work in the export departments of British firms—only about half as many as in comparable German or Swiss companies, says Andrew Tessler of International Trade Information (Europe) Limited. His figures are from his own organization and from a survey by the Institute of Export.

Looking at Britain's record over the past 20 years while world trade has been growing everywhere, he observes: "It is enough to look at the world trade figures to see that (Britain's) limitations did not come from declining market potentials. They came from the absence of a sufficient number of competent executives to explore and follow up the opportunities."

"It would be ironical if, after all these years of searching for solutions to a seemingly complex problem, it transpired that there was one simple answer readily at hand: an increase in our export manpower," he comments.

Tessler lists figures from the Institute of Export survey that show 152 large firms—1,000 or more employees—with an average export force of 17; 266 medium-sized firms—250 to 1,000 employees —with an average export force of 5. The large firms additionally employ four or five export salesmen, and the medium-sized firms about one apiece.

Tessler views were printed in an English trade publication, and reprinted by the Anglo American Trade News, published by the American Chamber of Commerce in London.

Cotton study tour off

The study tour of the U.S. cotton industry by Vietnamese industrialists (INTERNATIONAL COMMERCE, OCT. 18) that was scheduled to begin Nov. 16 has been postponed indefinitely according to the Agency for International Development, which was to sponsor the tour.

EYES FRONT is the rule as crowded Waldorf grand ballrooms settles down to hear spate of talks at annual meeting of National Foreign Trade Council.

LBJ TO NFTC

Best answer—more trade

Policy declaration, Johnson message, Connor talk climax New York convention

By STANLEY LICHTENSTEIN

Staff Writer

Early sessions of the National Foreign Trade Convention were reported in last week's International Commerce (pp. 2-5). This article concludes the convention coverage.

NEW YORK—Serving as discussion chairman of the Trade Expansion Session on the National Foreign Trade Convention's closing day, Fred C. Foy turned smilingly towards State, Commerce and Eximbank officials sitting on the "government" side of the discussion panel and asked them to tell the audience "what we in government think" about one of the questions raised.

Two hats

He hastened to add that he was wearing his "government" hat at the moment —as chairman of the National Export Expansion Council—but reserved the right at any time to don his other hat, as leading industrialist and Koppers Co. board chairman, when the spirit moved him during the discussion.

Not an eyebrow was raised. The 1965 convention, more than ever before in the National Foreign Trade Council's 52-year history, was pre-eminently a dialogue among spokesmen for government and private business about the direction in which the U.S. economic "ship of state" should be steered.

Satisfaction, concern

Secretary of Commerce John T. Connor brought the convention to its climax with his World Trade Dinner address, expressing both "satisfaction and concern" over the balance-of-payments situation and urging redoubled efforts by the business community to help the Government avoid reefs and shoals which lie ahead.

The Secretary's talk was a detailed exposition of the circumstances and the reasoning behind President Lyndon B. Johnson's message to the convention, read to the group by NFTC Chairman E. S. Hoglund before the dinner address.

"Bankers and businessmen, by their voluntary efforts, have helped us gain ground in correcting the deficit in our balance of international payments," the President wrote. "We still need their help. The best solution, however, lies in increased foreign trade.

"I ask all American manufacturers and exporters to make a maximum effort in world markets. I ask them to enroll other American businessmen in export. I look to you to do all you can in a constructive partnership with your Government to help bring our accounts into better balance.

"We are striving for fully reciprocal trade liberalization which will open new markets for both industrial and agricultural products. We will continue to work for the reduction of tariff and non-tariff

barriers that impede the growth of trade among nations.

"I look to you for new ideas and new approaches. . . ."

Picture brighteners

That considerable "satisfaction" mingles with his "concern" over the balance-of-payments picture, Secretary Connor said in his address, is largely attributable to the work of men like Thomas J. Watson, Jr., International Business Machines Corp. board chairman, who was presented with the 1965 Captain Robert Dollar Memorial Award at the dinner.

America needs all the Thomas J. Watsons it can find to maintain and strengthen the U.S. world-trading tradition "to the benefit of untold millions on every continent," Connor declared. He cited three currently critical questions: Whether the industrial nations are to continue to dismantle trade barriers among themselves, whether more normal patterns of trade in peaceful goods will be established between the United States and countries of Eastern Europe and the Soviet Union, and the extent to which America's worldwide exports will be expanded as part of the move to redress the balance-of-payments deficit.

Choice

A new forward leap for the world economy or a return to large-scale protectionism were presented as basic alternatives in Secretary Connor's analysis of Kennedy-Round negotiations in Geneva. The very first article of the General Agreement on Tariffs and Trade (GATT), as well as the cornerstone of U.S. trade policy for over three decades, he noted, is the equal-treatment or most-favored-nation principle which made possible a 1947-64 tripling of the value of Free World trade, from $47.7 billion to $151.2 billion. This year's fall-off—with the world-trade growth rate in the first six months down to about half of the rate for all of 1964—reflects, Connor said, "the fact that a number of nations have been taking steps to curb imports in order to correct their balance-of-payments deficits, and for other reasons."

If trading blocs like the Common Market and the European Free Trade Association cease to be outward-looking and retard the establishment of a free and open system featuring "bona fide competition based on market forces," the Secretary said, a protectionist contagion may spread.

"And the question cannot help but arise," he continued, "at what point will the restrictive practices of other countries adversely affecting U.S. exports reach the 'critical mass' stage, igniting public opinion in the United States and forcing Congressional action away from the present liberal trade policy? Time may well be of the essence in 1966 because of the expiration of the Trade Expansion Act in mid-1967."

Exports and investment

Restraints on foreign investment for a year or two would not cause any "catastrophic" dislocations for U.S. business abroad but long-term curbs would boomerang, Walter L. Lingle, Jr., told the National Foreign Trade Convention.

Lingle, executive vice president of the Procter & Gamble Co., said at the Foreign Investment Session that heavy machinery and equipment, offering the "main chance in the future for increased exports by American manufacturers to Western Europe, (are in) categories which are part of the investment or used in the American producers' European plants."

Said it, and glad

Secretary Connor's position on East-West trade was made abundantly clear when he reminded the delegates of the recent laudatory letter which he and the Secretaries of State and Defense sent jointly to U.S. cigarette manufacturers who had refused to accede to organized pressure that they cease using Yugoslav tobacco in their blends (INTERNATIONAL COMMERCE, Nov. 15, p. 38).

"We probably should have said much the same thing in the year-ago Firestone situation in Rumania," he added.

A growing body of American opinion, the Secretary observed, supports efforts to obtain a U.S. share of peaceful East European trade larger than our 1964 total of $340 million, compared with $2.2 billion for America's NATO allies and Japan. Signs of a better trade climate, he noted, include Soviet acceptance of the International Patent and Trademark Convention, to be followed possibly by adherence to the Universal Copyright Convention. At the same time, Connor warned:

"One cannot minimize the difficulties in expanding peaceful trade with the nations of Eastern Europe, and we cannot realistically expect any sudden increase in trade levels. These countries generally insist on balancing their trade on a bilateral basis with each trading partner, meaning that they think they must sell as much as they buy. But it's clear to us that, in order to sell in our competitive market, the mere existence of most-favored-nation treatment will not be enough. They must modernize their marketing and distribution techniques, and take into full account the need for the kind of customer service that inspires repeat orders and continuing business relationships."

Deficit to overcome

Speaking as the Cabinet officer directly responsible for teaming up with the business community in the President's balance-of-payments program, Secretary Connor said that this assignment has provided "one of the most gratifying experiences of my life" because of the extremely high standard of national service established by private industry in its response.

Nevertheless, he continued, maintenance of the dollar as the world's strongest currency requires creation of "the biggest trade-surplus 'cushion' possible" and other measures against gold outflows, including the extension through 1966 of voluntary restraints on direct overseas investment, with new and more effective techniques recommended. Under the 1966 program as outlined by the Secretary:

"Corporations will be asked explicitly to minimize the outflow of funds from the United States for direct investment. A separate target for direct investment will be recommended for business corporations as a group. This target will be designed to achieve a specific, quantitative improvement in the surplus of direct investment income over direct investment outflow in 1966 compared with 1965.

"A separate formula for direct investment will also be suggested to individual companies to enable them to fix their own direct investment targets in a meaningful way for the two-year period 1965 and 1966 combined.

"The quantitative improvement expected through restraint on direct investment will be added to the improvement the companies can achieve through export expansion, the repatriation of income and the repatriation of short-term financial assets. . . ."

Reminder

Assuring his audience of traders that the Commerce Department is "sparing no efforts to help American business firms boost their export sales," Secretary Connor added that he had found a "surprising" number of people, even in Government circles, ill-informed about some of the Department's most successful trade-promotion activities, including: **trade fairs** (with 18 official U.S. 1965 exhibits, com-

BRIGHT SIDE of global picture seems uppermost as (l. to r.) William Blackie and Thomas C. Mann, first-session speakers, and National Foreign Trade Council Pres. Robert M. Norris enjoy a rare free moment.

pared to 14 in 1964), **trade centers** (London, Tokyo, Bangkok, Frankfurt, Milan and Stockholm), **trade missions** (nine official Government missions in 1965), **Government-approved industry and State-organized missions** (16 in 1965 and 25-30 expected in 1966), **mobile trade fairs** (three under way this year with Commerce support and financial help), **informational aids** (INTERNATIONAL COMMERCE and a variety of special publications), **field offices** (42 throughout the United States), **the American International Traders' Index** (INTERNATIONAL COMMERCE, Oct. 11, p. 8), **America Weeks** (overseas department-store promotion of U.S. goods) and **"piggy-back" marketing** (Commerce Department-backed pairing-up of established exporting firms with fledglings in the field).

Convention declaration

Much of the "satisfaction and concern" expressed in President Johnson's message and Secretary Connor's speech appeared to be in sympathetic vibration with the views of the more than 2,000 NFTC delegates, although there were individual differences and emphases, and some uneasiness about the extent and duration of the "voluntary-restraint" program.

The 52nd National Foreign Trade Convention Declaration, drafted by a 65-member committee and approved at the final general session, deplored the "apparent slow-down" in world-trade cooperation and recommended continued business support of the President's voluntary balance-of-payments program. Added was a further recommendation for the program's "earliest practicable" termination. At this point, the Declaration observed:

"The voluntary program must be appraised not only in respect of its immediate balance-of-payments benefits, but also, most importantly, with regard to its ensuing costs in impairing the competitive position abroad of American interests—including industrial and financial—and the immediate as well as the longer-term benefits which derive from direct foreign investment. Direct investment in many instances is the only means of gaining and preserving access to overseas markets that otherwise would be lost to us. Both in the dividends it earns abroad, and in the U.S. exports it generates, direct overseas private investment is one of the most important sources of payments received in the U.S. international accounts. United States business should not be asked to conduct its operations for a protracted period in ways that do not maintain it fully competitive with foreign business.

"Deficits in our international accounts are not to be attributed to any single item or class of transactions. The Convention strongly believes that intensified efforts must be exerted on many fronts, and by all sectors of our economy—public and private—to ensure elimination of the U.S. deficit within a reasonable period of time."

Other major planks covered:

Taxation. A Convention blast was directed at proposed Treasury Department regulations affecting the application of Internal Revenue Code provisions to income reallocation among related enterprises. Under the 35-year-old Section 482 of the Code, to which the proposed regulations would apply, there is no precedent—according to the Convention Declaration—for the detailed and extensive regulation of intercompany transactions which is contemplated and which could "result in double taxation."

A bouquet for the Treasury Department's efforts to conclude international tax treaties was included. Such treaties, the Declaration held, help to reduce uncertainties and inequities in taxation of foreign-source income. Through tax treaties or general tax legislation, the Convention further recommended, an incentive to investment in less developed countries should be provided in the form of a tax credit to U.S. persons for all investments in such countries in connection with the active conduct of a trade or business.

Investment disputes. The Declaration supported the "Convention on the Settlement of Investment Disputes Between States and Nationals of Other States" as a welcome step forward for the settlement of investment disputes.

Property protection. The Declaration urged the State Department to seek business views on specific provisions of the Draft Convention on the Protection of Private Property, proposed by the Organization for Economic Cooperation and Development. The NFTC Convention hailed recent action by Congress making permanent a Foreign Assistance Act provision that no court should refuse under the "act of state doctrine" to consider the merits of any case involving an international law violation.

The U.S. Government, the Convention urged, should communicate to foreign governments its belief that restrictive legislation impairing patent and trademark protection customarily afforded private property can bring "far-reaching adverse consequences affecting the investment of needed capital, the introduction of research techniques and the production or sale of new products."

Aid to new nations. "The Convention opposes the proposition that aid is due the developing countries as a matter of right or that the amount of aid to be given

Huggins Lab

can be determined by formula, as for example by computation based upon terms of trade as between developing and developed countries."

East-West trade. The Declaration approved the approach of the President's Special Committee on U.S. Trade Relations with Eastern European Countries and the Soviet Union, emphasizing that "there should be no automatic across-the-board removal of current trade restrictions with these areas."

Endorsing the special committee's recommendation that the President be given discretionary authority to grant most-favored-nation tariff treatment to individual European Communist countries on a temporary basis, the Convention commended the Secretaries of State, Defense and Commerce for publicly voicing the Government's position that no American business enterprise should be penalized for buying or selling peaceful goods in trade with Eastern Europe.

"Local laws and ordinances in contravention of U.S. policies which discourage sale by retailers in the United States of imports from Eastern Europe should be eliminated," the Declaration urged.

Bloc arrangements. Proliferation of preferential tariff arrangements between blocs of developed and developing countries was opposed.

GATT negotiations. "The unfortunate retrogressive conditions prevailing in the current Geneva conference are serious and disturbing, as they depart from the encouraging forces existing in 1962 when the Trade Expansion Act was passed," the Convention said.

Primary commodities. Reiterated was the opposition expressed in previous Declarations "to international governmental agreements designed to regulate the exportation, importation or prices of primary commodities."

Monetary system. Changes in the international monetary system should supplement rather than replace the existing system—based on gold and dollars—with any radically different one, the Convention said in a reaffirmation of its previously expressed view.

Educational facilities. The growth of business-administration colleges abroad should be encouraged to foster "the spread of a more precise and common language of business throughout the world," the Declaration held.

Air transport. As the U.S. air transport industry expands, "so does its contribution to international understanding and the promotion of trade and travel among nations," the Declaration said, adding:

"The Convention notes with concern the announcement by the Department of State that the United States intends to withdraw from the Warsaw Treaty."

The statement praised voluntary efforts of international airlines to triple the limits of liability provided in the Hague Protocol on accident insurance.

Four speakers help NFTC delegates 'see ourselves as others see us'

Four high-ranking spokesmen from abroad delivered major addresses at the 52nd National Foreign Trade Convention, appraising the current state of world trade from Mexican, Spanish, Japanese and European Free Trade Association vantage-points.

For Mexico, Ambassador to the United States Hugo B. Margain, speaking at the Americas Luncheon, said, in part:

"The general situation in Mexico is characterized by over-all stability . . . (which is) regarded as a matter of course, not only by Mexicans, but also by foreign observers. . . .

". . . (The) economic development of Mexico . . . consists of industrial integration without detriment of agricultural development. It endeavors, also, to put greater emphasis on the exploitation of the resources of the sea, which have been somewhat neglected and from which Mexico could obtain a good part of the food necessary to support its growing population. . . .

"It is very important both for Mexico and for Latin America to sell our basic products . . . We are encouraged by the goals pursued in the Alliance (for Progress). . . .

"Mexico aspires to a review of our present terms of trade, which would produce a greater return for our exports. For instance, in cotton, the need to maintain present prices in international markets has been repeatedly expressed. . . . (To maintain prices and increase consumption), Mexico agreed to contribute $1 per bale of cotton exported to a fund to promote consumption and to undertake scientific research with the view of producing better cotton fabrics to better compete with the synthetics. . . . Perhaps it would be advisable to negotiate an international agreement on cotton, to bring world production in line with prospective demand and avoid the accumulation of surpluses. . . .

"(Recent U.S. action reducing Mexico's sugar quota) is not an example of good relations in the Continent because it is a contradiction of the purposes of the Alliance, inasmuch as Mexico would obtain less income from one of its fundamental imports. . . .

"The problem of sulphur exports was solved in a satisfactory manner both for the Government and for the industry. Exports of this non-renewable resource were allowed, in accordance with the magnitude of proved reserves. However, the unfavorable publicity that my country had to endure when the sulphur export policy was reviewed recently was unfair and produced unnecessary damage to Mexico. . . .

". . . (A recent) agreement for the creation of a joint commission of experts to study the feasibility of building a great saline-water conversion plant, using atomic energy, . . . would provide with potable water and electric power the two countries (United States and Mexico), particularly the arid regions of Sonora and Baja California in Mexico, and Arizona and California in the United States. This is the first international agreement of this type and the project, if approved, the first to be executed in the world on this pattern. . . ."

For Spain, the Marquis de Merry del Val, Ambassador to the United States, told the second general session:

". . . . (A drawback for Spain) is the fact that although our balance of payments has registered superavit (surplus) since 1959 and will probably close even in 1965, the balance of trade—imports vs. exports of merchandise—has registered a permanent deficit. No sound long-term policy can rely on bridging that gap with receipts from tourism.

"A sensible solution would be either to limit imports or to force exports in every possible way. The policy, as shown unhesitatingly by the Spanish Government and very recently and forcefully confirmed by our new Minister of Commerce, Senor Garcia Monco in his inaugural speech at the Bilbao Fair, has been to liberalize imports up to a limit that exceeds by far our commitments with international organizations such as the Organization for Economic Cooperation and Development, and the General Agreement on Tariffs and Trade; to fight price increases by lowering customs duties, and to back up private industry's

Monetary, fiscal cure?

"A substantial number of economists and financial experts now believe," Michael L. Haider told the National Foreign Trade Convention, "that an increase in interest rates and a tightening of credit would be desirable for the domestic economy, and immensely valuable for the balance of payments. These experts also feel that any retarding effect that an interest rise might have on economic growth could be offset by fiscal measures."

Haider, board chairman for Standard Oil Co. of New Jersey, urged in his Second General Session address that such monetary and fiscal measures "should be brought into play during the present breathing spell that the voluntary program has given us. . . ."

export efforts in every possible way.

". . . Spain's imports from the United States exceeded last year $330 million whereas U.S. imports from Spain amounted to only $116 million, and this considerable gap will be even wider at the end of this year, as the expectations for U.S. exports to Spain lie between $450 million and $500 million whereas U.S. purchases from Spain will certainly not grow in the same proportion.

"Therefore, Spain is making considerable efforts to promote exports to the United States. The Spanish products are of high quality and at competitive prices. Our exporters are learning and applying many of the U.S. modern techniques in marketing and distributing their products. . . . We have a Permanent Trade Center located . . . in New York in the Pan American Building where monographic exhibits are constantly held. We have, in addition to the economic department of the Embassy in Washington, commercial field offices in New York, Chicago, San Francisco and New Orleans. . . .

"But all these efforts are not enough and would be useless if you American businessmen are not interested in purchasing goods from our country. . . ."

For Japan, Akira Matsui, permanent representative to the United Nations and president of the UN Economic and Social Council, speaking at the Pacific-Asia Luncheon, said:

". . . Just as military power in terms of thermo-nuclear weapons is not the sole factor in international politics, economic power, reflected in the volume of trade and production and the level of foreign-exchange reserves, is not supported (in Geneva negotiations) as a justification for the freedom of action of the rich nations. . . .

"The Japanese people look at the United States and wonder why Japan should be called a rich country when her per capita income is only one-fifth that of the United States. This feeling, however, is totally irrelevant to the state of mind of Indians and Pakistanis, for example, when they know that their own per capita income level is no more than one-eighth that of Japan, and that Japan's growth rate is among the highest in the world while theirs barely offsets their population increases. . . .

". . . We have been trying for years to increase our imports from the countries with which we have a disproportionately favorable balance of trade, but so far our efforts have not yielded satisfactory results. This is partly because more than 20% of Japan's labor force is still employed in agriculture, and this makes it extremely difficult for us to provide freer access to our domestic market for some of the export items from developing countries. Also, in the case of certain commodities, developing countries have to compete in the Japanese market with more efficient producers like the U.S.

". . . (The) Japanese economy still very much depends on exports of items produced by unmodernized medium- and small-scale industries. Although our long range policy is to shift our resources more and more to those fields in which Japan would not be competing directly with the developing countries, such process requires, in our view, necessarily more time than what the developing countries think they can afford to wait. . . .

". . . Only by making unmistakably clear to our geographical neighbors that Japan is determined to act like a responsible and far-sighted developed country can we form anew viable relations with Asia. . . . If all the developed countries, whose combined gross national product is today well over $1,000 billion, can get together in extending their support to Asia, things may not look so pessimistic in the future."

For the European Free Trade Association, Sir John Coulson, secretary-general, speaking at the Europe Luncheon, said:

". . . You have in the past, if I dare say it, been unduly mesmerized by the political conception of the Common Market, on the analogy of your own international experience. You have tended to neglect the importance to the world of the best economic use of Western Europe's resources as a whole, an important consideration at present when there is so much to be done for the developing world. . . .

A TRIPOD-MOUNTED precision infrascope is demonstrated by A. C. Gibson (left), technical representative for Huggins Laboratories, as A. Langdon, Automobile Engineer magazine, watches. Occasion is the London Trade Center show on nondestructive measuring and testing apparatus.

"In terms of economic growth, EFTA is probably at the moment the leading group in the world. It has become almost commonplace for several of our EFTA countries to register an economic growth rate of more than 6% a year. . . .

". . . As you know, the difference between our technique and that of the Common Market is that we have not sought a single external tariff for all our countries; in our free trade area, each member abolishes duties and quotas toward its EFTA partners, but maintains its own external tariff. This . . . makes it easier to negotiate trade relationships with the outside world. . . .

". . . We have to make sure that restrictive business practices do not impede the free flow of goods, that EFTA businessmen can readily set up and operate enterprises throughout the EFTA area, and that tax or rebate systems do not create unfair conditions of competition. We are well on the way to solving these problems. . . .

". . . The present situation is that up to now both the Six and EFTA have gained from integration. But both groups now stand to lose a good deal by being two rather than one.

". . . We have been working on a number of detailed subjects where we believe there is fruitful ground for joint action with the Six. Above all, we wish for concerted action on the Kennedy Round. . . ."

U.S. space industry mission sees potential for U.S. firms in growing European program

Group studies nonmilitary market possibilities, suggests development through sales, licensing, joint venture

The first U.S. aerospace industry trade mission—which visited Europe recently under sponsorship of the National Space Club with Commerce Department approval—says that the European space industry, while small, is growing and that it offers a potentially attractive market.

Members of the Mission, in their report which has just been completed, conclude that the U.S. aerospace industry can best develop its European market potential by the sale of materials, components and subsystems; licensing or technical support; outright investment in European firms; and joint ventures with European firms.

The aerospace industry includes manufacturers of air and space vehicles and parts—such as aircraft, aircraft engines, instruments, propellers and parts, ground equipment, space vehicles, telecommunications equipment, aerospace electronics, and flight simulators.

The mission visited France, the Netherlands, Germany, and England, to study the European nonmilitary space program and to seek new markets for U.S. space products and services.

In Paris the group met with officials of EUROSPACE, a trade association participated in by industrial firms from 12 European nations and the United States.

Tour plants

In Delft (Netherlands), mission members visited the Space Technology Center of the European Space Research Organization (ESRO); in Noordwijk, they toured ESRO's new laboratory facilities. Near Munich, they met with staff members of Boelkow Ltd., the largest aerospace facility in Germany. In England, they visited plants of Hawker Siddeley Dynamics and British Aircraft Corp.

The Mission report surveys current developments in European space programs, including Government policies and projects, cooperative steps, industry participation, and U.S. and European industry relationships. Analyzing important developments in France, Germany and the United Kingdom, the report points out that national space research organizations have been established in eight other countries—Austria, Belgium, Denmark, Italy, Netherlands, Norway, Sweden and Switzerland. The U.S. space program is more than 1% of the gross national product while the European program is only 1/20th of 1% of the European GNP, the Mission says.

The European scientific and technological base appears well qualified for the program as presently sized and oriented, according to the report, but the European industrial base in terms of facilities—research, development, production, and flight operation—has not yet fully developed. All categories of manpower to support the program appear to be in adequate supply.

"The European space program is strongly influenced by the frustrating conflict between natural desire for national programs with their attendant national prestige on the one hand, and on the other hand the recognized need to pool national resources into a common European program with U.S. support, if it is to be significant and viable.

"Present U.S. policy is oriented, in principle, to permit U.S. industrial participation in the European space program through the export of hardware or technology as long as such exportations will not contribute to a proliferation of nuclear capability. . . ," the report states.

Mission members

Director of the space industry mission was H. Dale Grubb of the AVCO Corp., president of the National Space Club. Other members were:

Dr. Charles J. Burton, vice president of AVCO Corp.'s Defense and Industrial Products Group, Washington, D.C.; Owen Q. Niehaus, manager, Marketing, Planning and Research for Bell Aerosystems Co., Buffalo, N.Y.; Peter Horton, Director of Plans for the Missile and Space Systems Division of Douglas Aircraft, Santa Monica, Calif.; John L. Galt, manager, Advanced Marketing and International Marketing Development of the Missile and Space Division of General Electric Co., King of Prussia, Pa.; and Albert L. Bethel, vice president and general manager, Systems Operations, Westinghouse Defense and Space Center, Baltimore.

NATIONAL SPACE CLUB mission visits Paris Air Show. Left to right: Roderick N. Grant, Assistant Commercial Attaché, Paris; Dale Grubb, mission director; and members Bethel, Niehaus, Horton and Burton.

From Juarez to the Cape: a study in contrasts

Each Latin nation has its own prospects, personality, and problems

Economic growth in Latin America during 1965 has been satisfactory on the average. The growth rate of 2½% per capita envisaged for the region under the Alliance for Progress is expected to be achieved again this year. Business conditions are generally good and prospects for expanding trade are favorable within the limits imposed by individual countries for balance of payments reasons on the one hand and economic development encouragement efforts on the other.

A meaningful appraisal of the economy of Latin America as a whole can only be accomplished by looking separately at conditions in the countries of the region.

For example, recent favorable developments in Argentina have dissipated previous fears of a year-end recession. Industrial production is up, a 7.5% increase in gross domestic product is predicted for 1965 and a five-year development plan calling for an internal gross investment of $16.2 billion in 1965-69 has been announced.

This article introduces a series of economic reports on Latin American nations, ranging from next-door neighbor Mexico to Argentina, at the other end of the hemisphere. As will become apparent in reading these articles, traders cannot afford to lump all these countries under a single category. Despite similarities in language, these countries are in many respects as varied as the nations of Europe, and require the same versatility in sales approach.

Business conditions in Brazil during the third quarter improved perceptibly, although there was a slowdown in September. Exports for the first 9 months of 1965 amounted to an estimated $1 billion, roughly equivalent to the level for the 9-month period in 1964. However, imports totaled only $816 million, a decline of $120 million from the corresponding 9-month period of 1964. The improvement in coffee exports in September was of particular encouragement to Brazil.

Internal developments were highlighted by political activities surrounding the October 3 elections. As subsequent developments indicated, the outcome of the elections led the Brazilian Government to take firm measures to insure the continuation of its stabilization and economic development policy.

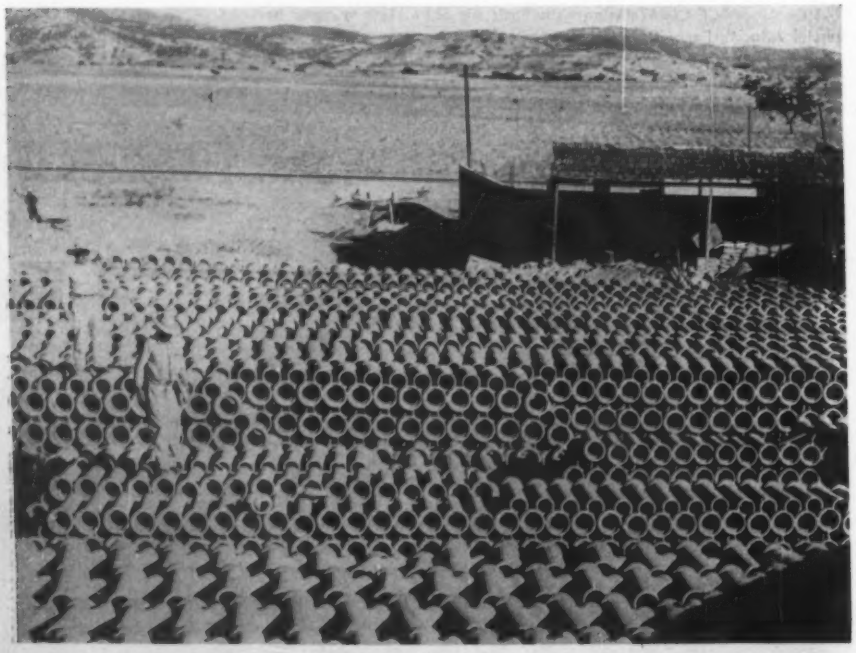
Measures deriving from this policy provided for the elimination of the 50% compulsory deposit and the 10% surcharge on imports, and authorized a reduction from 30% to 15% in the surcharge on financial remittances. These steps greatly facilitate access to the Brazilian import market and should enhance U.S. export possibilities.

Economic activity in Mexico, particularly retail sales, improved in the third quarter as private firms continued their investment thrust and public expenditures increased over the first half-year levels. Government efforts to contain rising prices were successful. Foreign trade in the first seven moths compared favorably with last year; however, the U.S. share of the Mexican market declined about 2%. Tourists visiting Mexico exceeded last year's record by 15%.

The Venezuelan economy shows no signs of a slow-down from the rapid growth rate of the past two years. The political atmosphere is relatively calm and is expected to remain so. In October, the Government announced its decision to apply for unconditional membership in the Latin American Free Trade Association (LAFTA).

Among the Central American countries, Costa Rica and Guatemala are experiencing a period of high level business activity. While some slackening is noted in Honduras, gains over 1964 continued to be registered.

AT LOOSE ENDS in Latin America? Successful trade with the region requires careful study of each individual country you wish to deal with. Pictured below is a pipe storage yard in Mexico City.



Bulging retail sales pace Mexican economy to record-breaking levels

Foreign trade growth continues, but U.S. market share slips 2%; National Foreign Trade Bank offers new export credit service

The private sector continued its investment thrust while public sector expenditures also increased, pushing economic activity in Mexico to new highs during the third quarter. Retail sales were particularly strong, and automobile and steel output was ahead of 1964 levels, the latter by almost 5%.

The chemical-petrochemical industry also continued to expand, but the cement industry declined as government construction programs continued to lag.

Government efforts to contain rising prices were successful, as the wholesale price index at the end of August was 0.2% below last year's levels.

Foreign trade in the first seven months of the year held up well compared with last year; however, the U.S. share of the Mexican market declined about 2%. Tourists visiting Mexico exceeded last year's record by 15%.

The 1960 Air Transport Agreement between the United States and Mexico was modified and extended through June 1970.

Commerce and industry

Retail sales increased by 16%, 10%, and 17% respectively during July, August, and September over the corresponding months of 1964. The largest rises were in home furnishings and appliances, wearing apparel, hardware, automotive and sporting equipment, and miscellaneous items.

The automotive industry prospered despite the inability of some domestic suppliers to meet demand of assembly plants for component parts. Auto and truck output during the quarter was reportedly 23,612 units, bringing output for the first nine months to 72,437 units, compared with 70,229 during the same months of 1964.

Ford and General Motors joined FAMSA-Chrysler in reaching the 60% national content level required by the automotive program. Other companies had difficulty in reaching this level. The industry is hoping for some price relief late this year when 1966-model cars are introduced. Trade sources predict price increases of at least 6%.

Ingot steel production in the first eight month of 1965 totaled 1.34 million metric tons, a 4.8% rise over 1964. Internal demand for steel products rose less rapidly than in 1964, so steel exports went up by more than 30%.

Cement production slowed in the third quarter, because government construction lagged behind last year's phenomenal pace. Some pickup is expected in the fourth quarter.

Policies and programs

The President has stated that his administration will follow conservative fiscal policies aimed at monetary stability. He also stated that a 6% real growth (1950 prices) was obtained in the first half of 1965, and promised to make known the government's program by year's end, which calls for a minimum growth rate of 6% through 1970.

In announcing the new program for development of 370 industries at a cost of $1,280 million, the Minister of Industry and Commerce called for:

- optimum use of natural and human resources;
- balanced industrial and agricultural development;
- exploitation and conservation of natural resources;
- decentralization of industry;
- continuation of import substitution;
- increased industrial integration;
- improved use of existing installations; and
- expansion of manufactured exports.

In this connection, the Export-Import Bank extended loans of $2 million to Industria del Alcali, S.A. for expansion of its soda ash plant; $13 million to Nacional Financiera, S.A. for rehabilitation of the National Railways; and $1.8 million to Alumex, S.A. for its alumnium sheet plant in Puebla.

Other foreign loans included: a German loan to PEMEX of $5 million for an acetaldehyde plant; an English loan of $25 million to PEMEX for an ammonia plant, purchase of a tanker, and construction of an alcohol plant; French credits of $31 million from the 1963 French credit of $150 million for constructing facilities

THE DESERT BLOOMS along this stretch of the 1600-mile El Paso to Mexico City highway. Several vital roads were finished recently, and work began on a $30 million Mexico City-Queretaro superhighway.

MODERN MEXICAN textile mill run by Viscosa Mexicana at Zacapu. Part of the proceeds from a $150 million French credit will be used to help increase Mexico's production of synthetic fibers.

to produce rubber, synthetic fibers, solvents and tetratethyl lead.

The Ministry of Communications and Transport plans a major telecommunications expansion in 1966–70 costing over $100 million, and including investment in microwave, single-band (SSB) radio-telephone, wired carrier and navigation systems equipment.

Telefonos de Mexico, which operates 95% of the nation's telephone system, announced a six-year program costing $430 million which will more than double telephone installations by 1970.

The National Railways of Mexico plan to purchase 40 new diesel locomotives in 1965 and to invest $80 million in new passenger stations.

Recent agreements provide for Mexico to expand its air services with the United States, Italy, Belgium, Switzerland and Guatemala. The Compania Mexicana de Aviacion is purchasing two model 727 and two model 737 Boeing aircraft costing $20 million.

UN helps

United Nations specialists will reportedly collaborate with the Mexican Navy in planning an inter-coastal canal to link Matamoros with Veracruz. The Navy Ministry also announced a $10 million project to modernize port works at Mexico's ten principal ports.

The Ministry of Public Works, with a planned investment of $30.5 million, started building the new super highway between Mexico City and Queretaro. The project should be completed by 1968.

Two important highways were opened to traffic in the third quarter, one between Toluca and Naucalpan and the other running between San Luis Potosi and Ciudad Valles.

A five-year agricultural plan announced by the Ministry of Agriculture spells out general guidelines but indicates no major changes in agricultural policy. The plan will become operative next year after specific programs are worked out.

In addition to an AID agricultural loan of $21.5 million in the third quarter, the World Bank signed a $25 million agricultural credit to be administered by a trust fund of the Bank of Mexico. The Ford Foundation announced a $1.6 million donation to promote Mexican agriculture through expanding agricultural technology at Mexico's five regional research centers.

The National Foreign Trade Bank will provide a new type of credit facility to exporters of manufactures and semi-manufactures. Earlier, private banks received permission to utilize a percentage of the Bank of Mexico reserves to finance Mexican-made exports of manufactures. Personal financing by private banks increased 50% in 1965.

Foreign trade

Mexico's foreign trade has held up well in 1965. Imports in January-July totaled $890.3 million, a rise of 4.8% over January-July 1964; exports were $610.3 million, a rise of 0.3%. Imports from the United States in the same months were $590.2 million ($578.4 million in 1964), Mexican exports to the U.S. were $359.7 million ($388.5 million in 1964).

Tourism was a strong feature of the economy, with most hotels in major resort areas reporting record occupancy, and with almost no seasonal decline in September-October.

The Mexicanization of the American Smelting and Refining Company's operations was completed. An extensive expansion was begun in the new company, ASARCO Mexicano, S.A. Metalurgicia Mexicana Penoles announced that its minority stockholder, American Metal Climax Company, had sold its 49% of Penoles stock to local interests, making Penoles the first major mining company to have all Mexican capital.

Last foreign-owned

Talks began on Mexicanizing the last two foreign-owned mining companies, the Cia. Minera de Cananea (Anaconda Copper Co.) and Cia. Minera San Luis (St. Louis Mining Company).

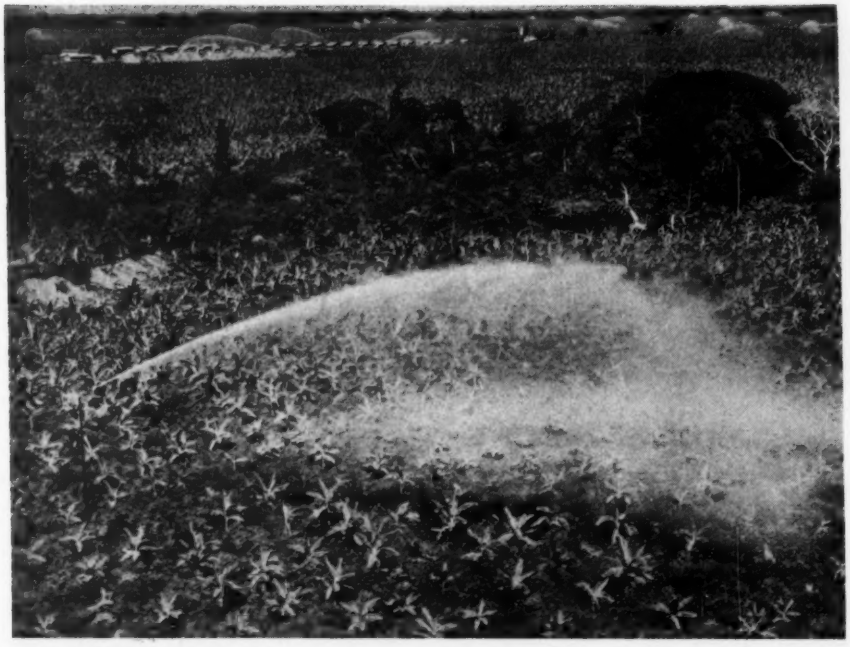
Petroleos Mexicanos reported that five out of eight wells drilled offshore near Tuxpan were crude oil producers. Production was running at an aggregate 2,000 bpd. from these wells, but they had to be capped for lack of facilities to transport the crude to refineries.

Total crude oil and distillate from all fields was up 4.5% to 30 million barrels in the second quarter. The productive Tabasco field showed a 2.5% decline to 9.9 million barrels. The decline was due to the fact that the Tabasco field is "all drilled-up."

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.



BATH FOR BANANAS is supplied by irrigation spray at this plantation near Tiquisate. (Pan Amer. Photo)

Two-year-long Guatemalan surge continues despite signs of slowdown

New processing industries cut into imports of consumer goods; firms complain of bottleneck in processing industrial requests

The Guatemalan economy continued its two-year climb during the third quarter, but some weak spots are beginning to appear. Industrialists, merchants, and Government officials reported that third quarter sales were ahead of the similar 1964 period, and expressed satisfaction with the economy's current performance.

Several factors indicate a slackening of activity in the new year. Although a record cotton crop is predicted, advance sales have been slow and prices are down about one cent per pound. Banana exports for the year are forecast at 2 million stems, down 51% from a year earlier, due to drought in the Eastern area of the country. New plantings are being delayed until installation of an irrigation system is completed.

Guatemala's current export quota for coffee under the International Coffee Agreement approximates actual shipments in last year's crop year; however, a record coffee crop is forecast and producers have received first-quarter quotas which would require retention of 45% of anticipated exportable output.

Bank credit is very tight, as coffee producers refinance loans on unexported stocks, and the Government's anti-inflation policy prevents further expansion of credit to industrial and commercial borrowers. Record September imports dropped foreign exchange reserves to the lowest since 1962.

Foreign trade

Imports and exports for the first half year were $96.4 million and $118.9 million. According to Bank of Guatemala estimates, imports of capital goods increased 25% to $27.1 million, and consumer goods imports rose 14% to $33.8 million. Imports of raw materials and intermediate goods increased by almost 30% to $44.9 million. A growing number of Guatemalan processing industries are transforming raw materials and intermediate goods into consumer goods, and slowing down the country's imports of consumer goods.

Imports have risen by more than 60% since 1962, and concern is rising about the serious balance of payments situation in Guatemala. Net international reserves fell to $34.8 million at the end of September, $7.2 million less than last year's figure. Nevertheless, reserves are probably adequate to support the current level of imports for the immediate future, as Guatemala's sharply seasonal exports will begin to produce foreign exchange during the fourth quarter of 1965.

Industrial records

Activity in the industrial sector continued at record levels despite complaints from the Chamber of Industry and other organizations that Government steps to ease the bottleneck in processing applications for special industrial treatment have been unsuccessful. Critics scored Government policies and asserted that a number of firms, including Guatemalan ones, which would have preferred to invest in Guatemala, have invested in other countries of the Central American Common Market.

The number of companies receiving preferential status as new industries was comparable with previous quarters—ten firms with capital totaling $2.4 million. Seven existing industries with a total capitalization of $650,000 also were granted preferential treatment. These 17 firms included producers of such basic commodities as construction materials, glass products, wire products, plastics, insecticides, and paper products, as well as a number of firms producing consumables such as candies, wine, and other processed foods.

The Government granted new concessions for petroleum exploration off the Pacific Coast to ESSO Standard Guatemala. The company has already begun seismic operations.

On September 25, the Guatemalan National Electrification Institute (INDE) inaugurated its 12,500 kw. thermoelectric plant some 35 miles outside of Guatemala City. General Electric International furnished the turbines for the $1.8 million installation. The plant's output should be sufficient to preclude a power shortage which otherwise might have hit Guatemala City by the end of the year. INDE also announced plans to increase hydroelectric capacity by 75,000 kw. in the next four years, at a cost of some $21 million.

During August the Guatemalan National Economic Planning Council issued a detailed and updated version of the

country's 5-year development plan for 1965-69. The plan envisages a total investment of $1,485 million, of which 29% will come from public investment with the remainder from private sources.

Among other targets, the plan intends to increase per capita income by 3.7% annually, and to create some 600,000 new jobs during the 5-year period. Projects to be undertaken include agrarian colonization, urban development, reorganization of the financial and banking system, industrial modification and improvement, reorganization of agriculture in the highlands, and electrification.

In mid-August the Government of Guatemala signed an AID loan agreement for $700,000, the first to be signed under the Alliance for Progress, to modernize customs procedures and collections. The Government will provide some $400,000, and authorities expect revenues to increase by $3 million as a result of the loan.

A second loan, of $2 million, was signed with AID during August for investment feasibility studies under the 5-year plan. Negotiations are continuing on a $5 million AID loan to provide capital for a projected private industrial development bank. The Government also announced the signing of a loan for approximately $1 million with a private French bank to finance unspecified technical and feasibility studies under the country's 5-year plan. This loan, not drawn upon to date, offers commercial terms and provides Guatemala the opportunity of refinancing the loan if studies result in construction of projects by French firms.

SHOPPERS CROWD an outdoor market in Guatemala City. Guatemala's economy has improved in the past two years, but its growth may slow.

SURPLUS EQUIPMENT purchased in Panama is unloaded on a shallow Costa Rican beach. The equipment is placed in machinery pools throughout the country, and lent out for use by individual farmers.

Costa Rican retail buying spurt makes short-term outlook bright

Trade missions from Puerto Rico and Alabama scout for sales; low coffee earnings and recurring trade deficit cloud picture

Costa Rican consumers are embarked on a record retail buying spree which is expected to continue through the Christmas season and perhaps until after the national elections on February 6. The length of the buying surge will probably depend on a special credit increase of about $1.5 million to finance Christmas imports, which the Central Bank has not yet granted this year because it is trying to curtail non-essential imports to protect foreign exchange reserves.

Merchants now hope that special credit extended by overseas suppliers to local importers with good credit ratings will largely offset the official contraction of consumer credit.

The short-range outlook is also favorable for sales of construction supplies except cement, which is produced locally. Construction activity during the quarter was greater than last year, when volcanic ashfall limited building and repairs. Heaviest construction activity is on public buildings, although construction of commercial buildings and residences continues to pick up.

Other U.S. trade gains are suggested by recent trade statistics which indicate that industrial and agricultural machinery accounted for much of the substantial second quarter increase in imports which amounted to $44.3 million compared with $34.2 in second quarter 1964.

U.S. exports to Costa Rica rose to $63.4 million in 1964, from $59.1 million the year before, but its share of the import market slipped again—from 47.8% to 45.7%. The decline in the U.S. share was largely due to the rapid expansion in imports from other Central American Common Market countries and the European Common Market.

Costa Rica's 1964 imports of $138.6 million compared with $110.8 million in 1963; and exports of $111.6 million com-

pared with $91.9 million. The substantial trade deficit in 1963 and 1964 is likely to be repeated in 1965, especially since export earnings from the coffee crop fell roughly $10 million during the year.

One bright spot in Costa Rica's export picture is its favorable $4.7 million balance of trade with the Central American countries during the first half of 1965, due primarily to fertilizer exports. The most favorable balance was with Nicaragua, $2.4 million; followed by El Salvador, $1.2 million; Honduras, $600,000; Guatemala, $300,000; and Panama, $100,000.

Costa Rica and Poland have signed a trade agreement providing most-favored-nation treatment with respect to internal and external taxes and other charges. The goods to be traded will be the subject of subsequent protocols. Once fully approved, the agreement will be valid for one year with an automatic extension unless denounced by either party.

Trade missions from Puerto Rico and Alabama visited Costa Rica during October. It is too early to tell how much business was done by either group, but a number of promising leads and some orders were developed.

At the September meeting of the Economic Council of the Central American countries, Costa Rica refused to open its borders to free-traded grains from CACM countries despite a four-to-one majority decision favoring such trade. Production costs in Costa Rican agriculture are higher than in other Central American countries, primarily because of controls over production and marketing.

A meeting between Costa Rica and Panama will consider the addition of several items to the free trade list of the Nicaragua-Costa Rica-Panama Tripartite Free Trade Treaty. Costa Rica has proposed adding 21 important agricultural, semi-finished manufactured items to the list. The Tripartite Treaty's legality has been questioned by certain Central American officials, in light of free trade agreements undertaken by the five Common Market members.

Coffee stirs optimism

The earlier than usual sales of coffee from the 1965-66 crop, which is now being harvested, is one of the favorable factors underlying present short-term optimism in retail circles. A coffee harvest of about 1.2 million fanegas (125 million pounds) is in prospect, which will satisfy local demand and almost be sufficient to fill the Costa Rican quota of 1,180,665 quintals (CWT bags) under the International Coffee Agreement.

The reorganized Commission on Industrial Contracts added another buoyant note by signing 39 industrial encouragement contracts totaling $2.1 million, clearing up the backlog of pending contracts. The three major contracts signed were: **1)** El Galleto Industrial plans to invest a half million dollars in a new confectionery plant which will make extensive use of local cacao products; **2)** Philips de Costa Rica will construct a $362,000 radio plant; and **3)** Bordados de Costa Rica will invest $188,000 in an embroidery cloth plant.

Products covered by the remaining 30 contracts include ladies' nylons, paint brushes, veterinary medicines, kitchenware, plastic products, motorcycles, furniture, printing inks, and plastic shovels.

The public roads program will continue to provide a major part of construction activity and a source of opportunities for U.S. exporters and construction firms. Five major contracts advertised for Guancaste Province call for 94.82 kilometers of paved road and three steel bridges. Bids are aimed at attracting foreign construction firms, due to the inability of local contractors to meet time and quality specifications on major projects.

Besides the $10.1 million drop in coffee export earnings and recurrent trade deficit, several other weaknesses in the economy were evident at the close of the third quarter. International reserves have been kept up by large capital inflows, including cumulative purchases of $9 million under the current stand-by agreement with the International Monetary Fund.

AUTOMATIC loading machines gently carry their loads of bananas aboard ship at port of Golfito.

Honduras expects holiday season to counteract 3rd quarter drop

U.S. trade share continues to fall as CACM trade grows; economy likely to outstrip 1964 gains despite recent slump

Honduran economic and financial activity slackened somewhat during the third quarter of 1965, although most statistical indicators still registered substantial gains over the same period in 1964. The holiday shopping season is expected to restore most of the economy's vigor.

Retail trade was off slightly in Tegucigalpa and in the southern part of the country where the drought affected business in general. Uncertainties over world market conditions for cotton and coffee crops plus localized effects of both droughts and floods probably accentuated the normal third quarter seasonal decline.

Construction activity exceeded the record for third quarter 1964 by a wide margin, and industrial production and expansion continued to set new records, particularly in San Pedro Sula. The outlook for the fourth quarter is for a brisk pick-up in business during the holiday season, and substantial over-all gains are still expected for 1965.

Imports for the first half year were $57.5 million and exports were $73.5 million, up 20 and 31% respectively, indicating the possibility of a favorable trade balance for 1965.

Trade with U.S.

Imports from the United States for the first six months were $27.5 million, up 15%. The smaller increase in imports from the United States indicates that the U.S. continues slowly to lose its share of the market, which now amounts to about 48%. Exports to the United States in the same six month period were $41.6 mil-

BURNING THE MIDNIGHT banana oil, this United Fruit Company research chemist at La Lima is constantly on the lookout for ways to improve the Honduran banana crop. (Pan American Union photo)

lion, up 42% reflecting sharply increased banana shipments.

Imports of manufactured artices were $19.3 million, up 25%; machinery and transport equipment, $15 million, up 14%; chemical products, $7.3 million, up 21%; and foodstuffs, $6.1 million, up 28%. Machinery and transportation equipment imports will continue to increase as a result of the country's industrialization and road building program.

Market trade zooms

Exports to other Central American Common Market countries amounted to $11.5 million and imports were $11.3 million, increases of 38 and 48%, respectively. Honduran trade with the Common Market now amounts to about 17% of its total international trade, and is expected to continue growing.

International reserves were $26.6 million at the end of August, a decrease of only $500,000 since mid-year and some $7.5 million in excess of August 1964 holdings. With the economy almost certain to gather momentum during the holiday season, it appears that 1965 gains will exceed those achieved in 1964.

The 1966 budget was approved on October 23, giving the Government ministries a headstart in planning the implementation of their programs. The 1966 budget is for $72.5 million, an increase of 12% over 1965. Almost 75% of the increase is expected to come from ordinary revenues, which have been running above expectations.

The industrial sector maintained the high level of production and expansion that has so far marked this year. Cemento de Honduras, a manufacturer of cement and asbestos roofing in San Pedro Sula, is now operating seven days a week, 24 hours a day. The company laid plans during the quarter to buy additional machinery in order to increase production.

Aceros Industriales, S.A., a San Pedro Sula firm that recently began producing steel concrete reinforcing bars, increased its authorized capital from $300,000 to $600,000 in order to expand production and go into the manufacture of angles and shapes.

U.S.-equipped

Honduras' largest brewer, the Cerveceria Hondurena, has purchased a complete brewing line for its San Pedro Sula brewery in the United States. The new equipment, which represents an investment of $500,000, will be ready for operation sometime in 1966. Capacity of the new line will double the present production.

The owners of the Hotel Colombia in San Pedro Sula plan to build a 24-unit motel on the outskirts of the city. The Central American Bank for Economic Integration has agreed to finance the $75,000 project. Each unit will contain a kitchenette and be air conditioned.

A San Pedro Sula plastic footwear manufacturer is studying the possibility of producing vinyl plastic for upholstering, and a new $500,000 company has been formed in the city to produce cans of all types for the Honduran market.

Stimulates others

The expansion of the banana industry —exports are up nearly 50% over last year—has stimulated the promotion of three related industries. The United Fruit Company will establish a puree plant to ultilize the bananas rejected for regular shipment as whole fruit. The puree will be sold on the United States market.

A San Pedro Sula group is interested in manufacturing plastic twine, with the banana industry as the major market. Durability tests of the product began during the quarter.

The largest Honduran sugar producer, Azucarera Hondurena, began negotiations with American interests to sell bagasse to a firm to be established in Honduras which will convert the bagassee into filler for the corrugated cardboard used by the banana industry.

A cottonseed oil plant will be constructed next to the gin mills of the Southern Cotton Cooperatives near San Lorenzo, Department of Valle, in Southern Honduras. The plant will be controlled by the firm Fabrica de Manteca y Jabon "Atlantida" of La Ceiba.

Construction began on a small cigar factory in Tegucigalpa. Production will be initially destined for the Central American market, but if the firm is successful it is probable that exports eventually will be made to the United States.

Two important public works projects in San Pedro Sula moved nearer to reality during the third quarter. The Municipality moved ahead with plans for a permanent $225,000 terminal building at the city's new international airport at a cost of $225,000. Shortly after the quarter closed, the Ministry of Communications opened the bidding for a new telephone system for San Pedro Sula. The new system will be composed of a central and 4,000 telephones, with expansion of up to 10,000 telephones anticipated in the future.

MEASURING APPARATUS

Manufacturer of transistorized stabilized power supplies seeks U.S. licensing rights on electronic measuring apparatuses and impulse generators.

Write: Societe Salies, 11 rue Leon Morane, Paris 15, France. WTD.

RELATIVE STABILITY AIDS ECONOMY

Calm Venezuela thrives

Two-year upswing continues; Government asks to join LAFTA despite private opposition

Venezuela's rousing economic growth of the past two years showed no signs of letting up during the third quarter.

The political atmosphere was relatively calm and should remain so during the foreseeable future. Although isolated terrorist activities were still reported, the Government's countermeasures against extremist organizations appeared to be increasingly effective.

The Government announced its decision to apply for unconditional membership in the Latin American Free Trade Association (LAFTA) in October. Although President Leoni announced Venezuela's intention to adhere to LAFTA last year, the opposition from the private business community and LAFTA internal difficulties had cast doubt on the government's determination.

The preparation of the 1966 national budget was completed after several months of study and compromises between the three coalition ruling parties. The major budget problem is rather basic: government revenues aren't rising as fast as government expenditures required to fulfill the nation's development goals under the National Development Plan.

Uncertainty over government finances and unfounded rumors of devaluation of the bolivar led to a significant outflow of foreign exchange in July and August, very similar to the capital exodus which occurred last year at precisely the same time. The resulting loss of bank deposits created a tightening of bank credit.

There were complaints that economic expansion was being adversely affected by the credit shortage and that foreign firms operating in Venezuela were making excessive use of available local credit.

Foreign trade developments during the quarter included stringent new import restrictions on textiles; and a barter trade of rice for agricultural equipment with Poland.

Industrialization

Substantial numbers of new industries were established during the quarter, the majority making consumption items.

The Venezuelan Development Corporation (CVF), the government development bank charged with encouraging new industry, was less active than in previous years. During the first half of 1965, the CVF approved loans to 13 new industrial enterprises representing a total planned investment of over $3.6 million. The CVF-backed industries were scheduled to produce adhesive tapes for domestic and industrial use, agricultural equipment, dehydrated meats and vegetables, vegetable fibers, ballpoint and fountain pens, pharmaceutical packages and containers, processed fish, fruit juices and pulp, glass tile, and tricycles.

Other plants open

Several other new manufacturing operations during the quarter included the production of centrifugally-made iron pipe, pick-up truck bodies, stainless steel sinks, bicycles, roller skates, baby carriages, powdered milk, and various chemicals.

The CVF announced plans to establish five modern slaughterhouses. Package proposals for financing, constructing, and equipping these plants will probably be called for in the near future.

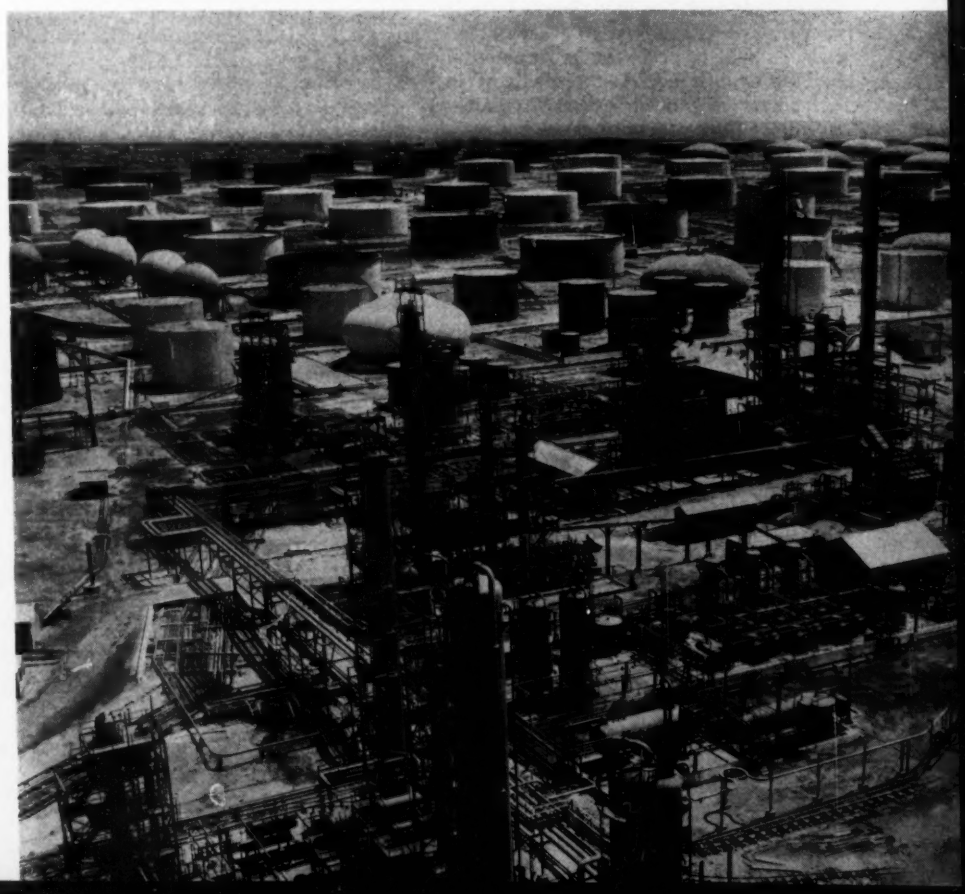
The proposal by the German Rheinstahl consortium to construct a major foundry in partnership with the Venezuelan Guayana Corporation was reportedly at a stalemate. U.S. firms may still have a chance at this project.

The Central Bank of Venezuela released its annual report covering the 1964 performance of the economy in October. The report indicated that Venezuela's gross national product expanded by 8% in real value during the year. This increase was almost double the 1963 figure of 4.1%, and reflects the boom conditions that appear to have carried over throughout 1965.

The mining sector led the economic expansion, as iron ore production grew by 34%. Of more significance to the economy, construction and manufacturing both expanded by 15%.

Strong increases were also recorded in

ALL SHAPES, COLORS AND SIZES are the tanks at this Venezuelan refinery run by Standard Oil.



transportation and communications (12%), commerce (9%), and agriculture (8.6%).

The growth in the service industries, including government, and in petroleum was less than the average for the overall economy. However, the 4.6% increase in petroleum production was considerably larger than the 1.5% recorded in 1963. Gains in mining and oil production were offset, however, by a continuing decline in export prices for these products.

The strong expansion in the economy in 1964 had many beneficial effects, including a dip in the number of unemployed for the first time in many years.

The Central Bank report attributed much of the manufacturing growth to the government's industrialization policy. The policy of restricting imports of consumer goods to encourage local production has stimulated a significant increase in consumer goods output over the past several years.

The Bank indicated that the import substitution program is approaching a much more difficult phase because the process of consumer goods substitution is almost complete.

The Bank said that progress in industrialization has had little effect on the balance of payments situation, because the demand for imported raw and intermediate materials and machinery needed by local industry has risen sharply.

The report implies that Venezuelan industry will have to look beyond Venezuela's market of 8.7 million people in order to continue expanding at a satisfactory rate. In this respect, the government is looking toward LAFTA. Growth of intermediate and basic goods production will also involve sophisticated industrial processes which require more highly qualified technical personnel.

LAFTA membership

Immediately upon announcing its decision to join LAFTA, the Government of Venezuela instructed its delegation to take the initial formal steps toward entry at the LAFTA Ministers Conference that began in Montevideo on November 3. The formal entry into LAFTA will depend on ratification of the Treaty by the Venezuelan Congress, but this is not expected to create any problems.

Private business opposition to the government's stand was immediate and vociferous. FEDECAMARAS, the national organization representing most of Venezuela's Chambers of Commerce and other private organizations insisted that Venezuela delay its entry because many of them consider LAFTA an ineffectual organization which is not the appropriate vehicle for Latin American economic integration.

The private sector considers it imperative that Venezuela obtain LAFTA guarantees of adequate protection before joining, because of the nation's high production costs, stable currency, high purchasing power, and its difficulty in exporting.

The Government has rejected these arguments and appears dedicated to Venezuela's entry into LAFTA.

Import restrictions

In July, the National Government granted nearly complete protection to the local textile producers through increased duties, import licensing of several textile categories, revision of customs classifications, "Made in Venezuela" marking requirements, and a crackdown on illegal imports.

U. S. textile exporters were hit hard, as were other foreign producers, by a decree which resulted in a "freeze" of more than 30 days on imports of certain textiles. A September 27 decree established a new tariff regime for textiles. Venezuela's principal textile suppliers, the U.S. and Japan, can expect prompt and significant losses of sales in this country.

The local textile industry has long complained of competition by foreign imports. Cloth manufacturers were encountering problems of unsold stocks, slow sales, and the need to cut back production well below capacity. An intensive public campaign increased pressures upon the government for relief. Importers and, more importantly, clothing manufacturers opposed the textile manufacturers' demands.

During the quarter many other imported products were subjected to increased duties or a pre-import licensing system. Items on which tariff increases were decreed included: boxes, cases, and crates used solely for exports; formaldehyde; rubber bars, piping, cord, thread, and sheets; bicycles and parts; domino sets; and various textiles, except woolens. Licensing systems were placed in effect on motion picture films (prints).

While no definitive import system had been established by the end of the quarter, there was a much-publicized dispute over the question of imported fruit pulps for juice and nectar production. New restrictions can be expected on imports of foreign fruit and pulp, most of which come from the U.S.

Venezuela and Poland signed a barter agreement to exchange 22,000 metric tons of Venezuelan rice for Polish tractors and agricultural machinery worth approximately $550,000. The first shipments of rice were made last month, and Polish technicians have already arrived in Venezuela to train local people in the use of the equipment.

The arrangement was convenient for the Venezuelans, as it allows them to dispose of high cost rice surpluses which couldn't ordinarily be sold on the world market, and to avoid mark-ups by dealers on agricultural equipment. A similar deal between Venezuela and three Italian firms has been announced.

The government's basic problem is that revenues from the petroleum and iron mining industries constitute more than 70% of income, but are likely to increase at very moderate rates. On the other hand, expenditures will probably increase at a rate equal to or greater than the growth of the Venezuelan economy if urgent social and public investment programs are to be fulfilled.

The Minister of the Treasury said that the Government intends to limit less essential expenditures and to reduce the recognized high level of tax evasion and improve tax administration. The use of public credit could be expanded easily because of the very low government debt. He pointed out that a tax reform is the most productive course, because the tax burden on the internal sector of the Venezuelan economy is very light.

Tighter credit

In July and August Venezuela experienced a minor flight of capital very similar to that which occurred at exactly the same time last year. From late July through mid-August an estimated $30 million in abnormal foreign exchange sales occurred, apparently due to unfounded devaluation rumors. The extraordinary reserve loss during the past quarter will probably be offset by a fourth quarter foreign exchange surplus.

A special commission was appointed in August to prepare regulations for administering Venezuela's new Law of Insurance and Reinsurance Firms.

Despite strong opposition by local auto and bus assembly firms, the Government concluded arrangements to import up to 300 buses from Brazil and a hundred radio patrol cars from the United States.

During the quarter there were recurring discussions of the desirability of increasing Brazilian-Venezuelan trade. In mid-September, a 40-man Venezuelan economic mission made a ten-day visit to Brazil.

Iron ore production averaged almost 1.5 million metric tons per month for the period January-August 1965, 20% higher than the average monthly output for the same period in 1964.

PESSIMISTS FOILED

Argentina fights slump

Fears of recession dissipate as recovery from 1962-63 deep dip continues

A favorable third quarter dissipated fears of a year-end recession in Argentina. The general outlook for the fourth quarter is for a continuing recovery from the very low level of the 1962-63 recession.

Industrial production in the first nine months of 1965 was nearly 10% over the same period a year ago, and utilized plant capacity was up 8%.

Inventories were up in motor vehicles and some domestic appliances, but stocks of tractors, TV sets, and some industrial machinery were lower. Industrial employment in September was 4% above the level for September 1964.

The most important recent manufacturing development was the opening of the styrene unit at the Petroquimica Argentina S.A. (PASA) petrochemical complex at San Lorenzo, under construction for the past two years. This styrene production will replace imports which have been temporarily utilized for the company's output of SBR synthetic rubber which was initiated in August.

Based on the first three quarters, the Government predicts a 7.5% GNP increase in 1965, including a 7% increase in industrial production, 11% in power output, 6% for mining, 7% for both construction and retail sales volume, and 3.3% for extractive industries, which will include a drop in petroleum production but an increase in sales of natural gas and production of Rio Turbio coal.

Development plan details

The Government has published further details concerning its five-year National Development Plan, which calls for an internal fixed gross investment of $16.2 billion between 1965-69. Proposed large investments in heavy equipment for industrial and mining development, re-equipment of the national railroads, and generation of electricity will call for increased capital goods imports. The Plan also calls for gradually reducing the high level of tariff protection in order to assist Argentine manufacturers to become more competitive internationally.

A Railway Reorganization Plan was released in July. The State-owned railway system's deficit is currently running at the rate of over $400 million annually. The Plan will run until the end of 1969, and involves an expenditure of about $1.7 billion from the National Treasury to cover operating deficits and service current debts, and allows for new investment of $700 million in railroads and equipment.

The railway plan calls for the purchase of 10,950 freight cars. All are to be manufactured locally, but will require imported components averaging 25% of the value per unit. One hundred locomotives will be purchased from local industry and 123 units from foreign suppliers. The Government hopes to obtain medium and long term foreign credits of $100 million to finance foreign equipment purchases.

The Argentine state shipping line has called for bids on the construction of nine 8,700-ton freighters. Six of the freighters are to be built in Argentina and three abroad. Imported equipment and material will be used in the locally-constructed freighters.

BUENOS AIRES shoppers throng this street in the city's downtown shopping district. Argentina is continuing its strong recovery from the 1962-63 recession, despite predictions of a year-end slump.

Less favorable balance

Provisional trade figures for the first nine months of 1965 show imports up 17% but exports only 5% above the same period of 1964. The favorable balance of trade at the three-quarter mark consequently dipped to $231 million, compared with $309 million at this time last year. However, third quarter results were somewhat encouraging, with two million tons of wheat and over one million tons of other grains marking the highest level in grain shipments in 25 years. Third quarter export earnings ran 22% over the same period of last year, while the value of imports rose only 8%.

Export outlook mixed

The export outlook is helped by massive wheat orders, notably from the Soviet Union and Communist China, and improved availabilities of beef. Wool sales have improved, and with sizeable stocks and a continuing tax exemption, they should be strong in the last quarter.

SEWING MACHINES swing ashore at Buenos Aires. General Argentine imports were strong through the first half of 1965, but shipments of machines and vehicles dropped 20% below their 1964 levels.

Exports of a number of other agricultural products still face serious problems. High domestic costs and the current official rate of exchange virtually rule out export possibilities for surplus stocks of rice, citrus concentrates, cotton, and sugar, and several other commodities which could contribute substantially to dollar earnings. The sugar surplus is particularly burdensome, as this year's record output can find no outlets in the depressed world market.

Total imports up

A breakdown of imports for the first half of 1965 shows significant increases for food products, chemicals, iron and steel, petroleum products, and nonferrous metals, but a 20% drop in machinery and vehicles. Continued Central Bank restraints on imports of industrial machinery may hold fourth quarter imports to the average of the first three quarters, despite heavy demand for imported raw materials, semi-manufactures, and fuels. These demands have been fed by exchange rate consideration as well as by strong industrial activity.

The most significant recent development in foreign trade policy is the adoption of the Brussels Tariff Nomenclature and new provisional tariff rates. Both laws will enter into effect on December 1. This legislation is evidence that, despite recurring skepticism regarding the benefits the Kennedy Round may bring Argentina, particularly in light of the EEC deadlock on agricultural policy, Argentina is going ahead with plans for full accession to the GATT.

September brought a break in the critical meat situation. Abnormally low cattle marketings and strong domestic demand had pushed steer prices far above the export price equivalent for beef. Livestock arrivals began to increase again in late August and by late September had risen to the highest levels of the past two years.

Spotty outlook

The outlook for the 1965-66 grain crop is somewhat spotty. The planted area, particularly that devoted to wheat, was smaller than a year ago, but until recently crop conditions had been considered promising. August-September rainfall, however, was well below normal in many regions. At best, wheat production is likely to be 20 to 30% below last year's near record crop.

The area planted to corn was expected to be substantially larger, but low moisture conditions in some places delayed plantings and the increase may not be as great as planned.

Out-of-court settlements were reached in October between the Government and three of the private oil companies whose contracts were annulled by Presidential Decree in 1963: Union Oil, Transworld, and Tennessee—all subsidiaries of U.S. firms. Settlement agreements were signed in November with another U.S. firm, Esso, and with Shell.

Crude oil production for the first nine months of this year was 3.7% below the total for the same period of 1964. The fall in total domestic production, coupled with a rising local demand for automotive fuels, caused a sharp upward trend in petroleum imports, which were valued at $79.5 million for the first nine months of this year, 68.5% greater than the first nine months of last year.

Production by the State Petroleum Agency (YPF) declined 8.4%, and output in all fields operated by foreign contractors decreased, except in the Mendoza fields operated by Cities Service. The latter company's active drilling program increased its nine-month production of crude oil by 46.8% over the same period in 1964. Cities Service produced 17% of the total national production for the first nine months of 1965.

During the twelve-month period ending September 30, wholesale prices increased 24% and the cost of living rose 20%.

The Government's request that the private sector hold new wage increases to 22% above prevailing wages was disregarded during the quarter. The unions maintained that higher increases were necessary to keep even with the cost of living, and neither employers nor the Government were disposed to have a serious confrontation. The most significant wage increase, which set the pace, was the metallurgical industry agreement providing for a wage increase of 35%.

Treasury operations through the first nine months of 1965 registered a substantial improvement over the same period of 1964. Cash receipts were up by 80.6%, with expenditures increasing only 17.7%. The resulting operating deficit, while still large, was 18% below the first nine months of 1964.

Despite the considerable improvement in Treasury operations, the administration may have difficulty in holding the budget deficit to the projected level of 130 billion pesos.

On September 12 the officially supported peso was devalued from the buy/sell rate of 171/173 for the dollar to the new level of 178/180. The parallel market rate, meanwhile, has taken a sharp downward trend as quotations for spot transfers fell from a high of approximately 293 to the dollar during mid-July to the 230's by November.

Although the relative shortage of pesos contributed to the decline in parallel market quotations, the principal cause is believed to be the Central Bank's sale of dollar bonds to reduce the value of pending remittance applications, currently estimated by at least one private publication to be in the neighborhood of $160 million. Three issues of $20 million each, paying 5% interest, have already found wide acceptance in the business community.

Austria adopts postal system similar to U.S. Zip code

The Austrian Government has adopted a postal delivery zone numbering system, comparable to the U.S. Zip code system, effective Jan. 1, 1966.

The Austrian Post and Telegraph Administration (Generaldirektion fuer die Post und Telegraphenverwaltung, Elisabethstrasse 9, Vienna I, Austria) has published a directory of postal delivery zone numbers, which is presently being distributed free of charge to all postal customers.

The Post and Telegraph Administration will also sometime this month, free of charge, a street directory to be used as a guide in cities and districts with more than one delivery office. Copies of these directories may be ordered from the Post and Telegraph Administration.

Countries in which Cooley loan funds are now available

Country	Unit of Currency	Amount (000)	U.S. Equivalent ($000)
Latin America			
Bolivia	Pesos	19,422	1,635
Paraguay	Guaranies	65,155	517
Far East			
China (Taiwan)	New Taiwan Dollars	185,698	4,642
Korea	Won	283,899	1,050
Near East-South Asia			
Cyprus	Pounds	187	524
India	Rupees	253,566	53,270
Iran	Rials	88,658	1,182
Israel	Pounds	24,975	8,325
Pakistan	Rupees	86,718	18,021
Turkey	Lire	59,114	6,568
UAR (Egypt)	Pounds	21,975	50,645
Africa			
Congo (Leopoldville)	C. Francs	265,430	1,770
Ethiopia	E. Dollars	425	171
Guinea	G. Francs	620,193	2,516
Ivory Coast	CFA Francs	114,867	469
Morocco	Dirhams	9,962	1,985
Senegal	CFA Francs	120,423	492
Sudan	S. Pounds	879	2,530
Tunisia	Dinars	1,311	2,516
		Total	158,828

$158.8 million in local currencies ready for use by American investors

Proceeds from Food for Peace sales available in 19 developing nations; funds can also be used by foreign branches, subsidiaries or affiliates

The equivalent of $158.8 million in local currencies is now available in 19 developing countries for loans to U.S. private enterprises interested in overseas investments.

These funds, administered by the Agency for International Development, consist of local currencies received by the U.S. for sales of Food for Peace commodities overseas.

The U.S. borrower repays the "Cooley" loan in local currency. Cooley loans may be made to U.S. firms or their branches, subsidiaries or affiliates for business development or trade expansion in the local countries, or to U.S. or local firms for purposes which would expand overseas markets for U.S. agricultural products.

Loans may not be made for manufacture of products which would be exported to the U.S. to compete with U.S. products, or for agricultural commodities to be marketed in competition with U.S. agriculture.

Applications for loans should be made directly either to the AID Mission in the country involved (care of U.S. Embassy), or to the appropriate Washington Regional Bureau of AID—Africa, Latin America, Near East-South Asia, and Far East—all located at AID, Washington, D.C. 20523.

General inquiries on Cooley loans can be addressed to the Agency for International Development, Office of Development Finance and Private Enterprise, Department of State, Washington, D.C. 20523.

All copper exports now require license

Controls imposed to maintain supply for defense, civil needs

The Department of Commerce has announced that effective immediately all exports of copper including copper scrap from the U.S. to any destination will require issuance of a validated license by the Department's Office of Export Control.

The export licensing does not apply to copper which is now on board vessels or now in ports and scheduled for loading.

The requirement of a specific application and validated license applies to all forms of copper set forth in the Department's Commodity Control List of the Comprehensive Export Schedule currently issued by the Department. This includes unrefined, as well as refined, copper.

The decision to control generally exports of copper has been made in order to avoid disruption in the copper market and to assure that a sufficient supply of copper will continue to be available to meet increasing national defense and civilian needs.

Tight supplies

In recent months, the supplies of copper available to the U.S. have become increasingly tight, while at the same time the demand for copper has increased. It is expected that defense needs for copper in 1966 will be double that of 1965.

The Department stated that the requirement that any proposed export of copper be authorized by individual license does not necessarily mean that all exports will be prohibited across the board.

Immediate steps will be taken to confer with industry representatives to assure equitable treatment as among all firms applying for export licenses and to avoid unnecessary dislocations.

ELECTRONIC EQUIPMENT

Manufacturer of TV sets seeks U.S. licensing rights on industrial television equipment, high fidelity sets, and other electronic equipment.

Write: Electronic Moderne de L'Oise-E.M.O., 63 Route Nationale La Croix-Saint-Ouen (Oise), France.

Report released on foreign insurance transactions in 1964

Commerce Department surveys net payments by U.S. insurance firms

The Department of Commerce reports that U.S. insurance companies made net payments of $49.4 million to foreign insurers in 1964.

A survey of reinsurance transactions between U.S. companies and insurers in other countries showed that the U.S. firms paid $299.5 million in premiums for reinsurance purchased from foreign reinsurers in 1964 and recovered from them $226.8 million in losses.

The $72.7 million excess of premium paid over losses recovered was offset by net receipts of $23.3 million by U.S. reinsurers on reinsurance sold to foreign insurers. U.S. insurance companies received $103.5 million in premiums on reinsurance sold abroad and paid losses thereon of $80.2 million.

The term "reinsurance" describes the transfer by insurance companies of a portion of the liability they have assumed to other insurance companies, that is, reinsurers.

The reinsurer receives a proportionate share of the original premium and shares in the payment of losses incurred by the ceding insurance company. Reinsurance makes it possible for a single primary insurer to underwrite risks which it could not otherwise handle and to avoid large year-to-year fluctuations in its underwriting results.

Volume compared

The volume of reinsurance business between insurance companies in the U.S. and insurers in other countries is smaller than the volume of such business between insurance companies located in the U.S.

Of the $299.5 million of premiums paid by U.S. ceding insurance companies in 1964, British reinsurers received $242.5 million, 81% of the total.

More than half of the $103.5 million premiums—$62.3 million—received by U.S. insurance companies on reinsurance sold abroad, came from Western Europe of which the United Kingdom accounted for $36.1 million.

Canada and the Latin American Republics participated with $15.5 million and $17.5 million, respectively.

Total net payments abroad on the reinsurance business of foreign insurance companies with U.S. insurance companies have varied roughly between $50 and $70 million. In 1964, it was $49.4 million.

Foreign orders filled by firms in 47 states

U.S. economic aid to developing nations brought contracts to firms in 47 states during the first nine months of 1965.

The geographic spread of these orders is indicated in a procurement source sampling covering $306.8 million in Agency for International Development-financed U.S. exports during the first three quarters of this year.

The sampling, reflecting about one-third of all AID program exports from the U.S., is confined to letter-of-credit type transactions over $10,000 for goods directly traceable to producing states.

A total of 30 states recorded more than $1 million each in overseas aid orders during the January-September period. Leading this list were Pennsylvania, Ohio, New York, Illinois, New Jersey, Texas, California, Maryland, Florida, Michigan, Tennessee and Massachusetts.

The exports, principally industrial products, cover a wide range of materials and equipment needed by developing countries to stimulate their own industrial, commercial and agricultural growth.

AID credits, largely through loans repayable in dollars, provide the foreign exchange funds which enable those nations to make the purchases.

Spanish metal products firm will buy U.S. equipment

A Spanish metal products manufacturer is purchasing $3.3 million worth of U.S. equipment and services needed to expand and modernize its plant at Cordoba.

Specific items to be purchased include induction furnaces, a casting machine, a circular cold saw, a cold rolling mill, a brass extrusion press, a drawbench, an aluminum extrusion press, furnace feeders, reheating furnaces, wire drawing machines, a wire drill and related spare parts.

The firm, Sociedad Espanola de Construcciones Electro-Mecanicas, S.A. (SECEM), has not yet determined the U.S. suppliers.

The equipment and services will be financed through an Export-Import loan.

Canadian official, company lose U.S. export privileges

Rights denied indefinitely for failing to furnish information

Trade-All Enterprises, Ltd., of Toronto, Ontario, Canada an import-export firm, and its president, Irving E. Bordo, have been denied all U.S. export privileges for an indefinite period for failure to furnish information as to their disposition of U.S. commodities.

Under the order issued by the Department of Commerce and effective immediately, the U.S. export privileges of these parties, previously denied under a temporary denial order, continue to be withheld.

Investigation by the Department's Bureau of International Commerce disclosed that Trade-All received several shipments of commodities from U.S. suppliers, including spare parts for harvesting equipment, electrical parts, chemicals, and textile machinery parts, which the Bureau has reasonable basis to believe Trade-All sent forward for ultimate delivery to Cuba.

Written inquiries

In pursuing its investigation, written interrogatories were served on the parties in accordance with the U.S. export regulations to determine whether they had disposed of the goods contrary to the requirements of the regulations. The interrogatories have not been answered.

The suspension will remain in force until the parties reply to the interrogatories and furnish specific documents that have been requested relating to the disposition of the goods.

Under the terms of the order, Trade-All, Bordo, and their agents and employees are prohibited from participating in export activities involving U.S. commodities. Also, all parties in the U.S. and abroad are prohibited from participating with the respondents in any transactions involving U.S.-origin commodities.

LICENSE SOUGHT

A license is sought to produce hydraulic and pneumatic equipment.

Write: Hobbies, Ltd., Station Road Works, Engineering Dept., Dereham, Norfolk, England.

European producers seek U.S. licensees

Manufacturers in England, Finland and Sweden are offering licensing rights to U.S. firms to make their products.

For additional information on the products and the names and addresses of the manufacturers, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate file number assigned each of the opportunities listed.

Hydraulic motor

A Finnish firm designed and currently manufactures a new type of hydraulic motor that it would like to have made in the U.S. under a licensing agreement. The motor has five cylinders with radially operating pistons. The pistons are pressed outwards by hydraulic pressure against a cam ring mounted on the motor housing. Both the cam ring and the motor housing rotate through force against the slopes of the cams. The motor is built for hub mounting on a 20-inch road wheel. In industrial applications the road wheel may be replaced by a ring gear, winch drum or coupling. **File 1360.**

Amphibian vehicle

A license to manufacture a reportedly high performance amphibian vehicle is offered to U.S. firms by an English producer. The craft is 19 feet long and is constructed of fiberglass. On water the wheels retract, leaving no obstruction. It will travel at speeds up to 35 knots. On land it performs as a conventional vehicle and is capable of doing 90 miles per hour. The vehicle will carry six passengers. **File 1361.**

Stationery

Also from England comes the opportunity to produce a line of stationery items under license. The products include a fully automatic telephone index which opens and closes with the touch of a key; a desk thermometer with an ivory dial calibrated in centigrade and fahrenheit; and a desk set with a built-in cavity containing ball point pen and holding 75 sheets of memo paper on a spring loaded platform. **File 1362.**

Bottle closures

Licensees are sought by a Swedish manufacturer to produce its bottle closures. The cap is made of plastic and is designed for beer, carbonated drinks, and for wine and champagne bottles. The caps may be opened by regular bottle openers and are designed to permit resealing. U.S. patents have been issued. **File 1363.**

Paint cans

Another Swedish manufacturer seeks U.S. licensees to produce its unique tapered paint cans. The cans are covered by a U.S. patent and are in sizes from three to 10 gallons. **File 1364.**

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-8120), Room 6059B, Department of Commerce, Washington, D.C. 20230.

MACHINES

A license is sought for the production of machines and equipment to make bicycle tires and tubes by manufacturer of high pressure vulcanizing machines, rubber mixing equipment, wooden lasts and aluminum lasts as well as high frequency driers.

Write: AB Svenska Skolastfabriken, Jarrestad, Sweden. WTD.

British Honduras outlines 20 investment opportunities

Twenty investment opportunities including the manufacture of wooden furniture, wire nails, leather tanning, animal feed and gray iron castings offer profitmaking possibilities in British Honduras. These are noted in a report, *Investment Opportunities,* published by the Development Finance Corp. of British Honduras.

Capital requirements vary from an estimated $8000 for setting up an automobile repair shop to $444,000 needed to establish a large repair machine shop.

Information is provided prospective investors in the report on such matters as the concessions and regulations, labor legislation, communications, and development incentives offered by the Government.

For further information and a copy of the report, **write:** The Secretary, Development Finance Corp., P.O. Box 279, Belize City, British Honduras.

Argentine cracker producer proposes expansion venture

An Argentine manufacturer of crackers, cookies and biscuits planning to expand operations would like to discuss a joint venture arrangement with a U.S. firm or individual experienced in the industry.

According to the firm, it is the largest of its field in the interior of Argentina and has a modern unencumbered plant with current daily production at about 1400 pounds of a prestige branded product.

Write (preferably in Spanish): Fabrica de Galletitas, Ayacucho 1213, Cordoba, Argentina. WTD.

Finnish fiberglass firm requests U.S. licenses

A Finnish manufacturer of fiberglass products including boats, skis, bathtubs and construction equipment plans to expand its product line and seeks licensing arrangements with U.S. firms making fiberglass items.

The company, established in 1963, has a young, well-trained management, sales and production staff of 60. It has already developed an export market for its products in Germany and the Scandinavian countries.

Write: Teksoglass Oy, Viipurintie 4, Itameenlinna, Finland. WTD.

Colombian makes fish processing expansion proposal

Capital participation, know-how, services asked of U.S. partner

A Colombian commercial fishing concern seeks expansion through a joint venture with a U.S. firm experienced in the industry.

Capital participation to the extent of $300,000, technical know-how and the services of two technicians are requested.

The Bogota firm will contribute some additional capital and a license to fish in Colombian waters for 15 years. The U.S. partner would participate in management and control of the company.

Both salt and fresh water fish are processed by the Bogota firm which maintains two cold storage processing facilities, one in Bahi Solano, Department of Choco, and the other in Leticia, Amazonas. It distributes its production by airplane to Bogota and Medellin.

Planning calls for a substantial increase of production and lowering of costs on the raw product through acquisition of a fishing boat, a tugboat, an additional electric power plant and a canning facility.

Refrigeration expert needed

In this respect, a potential U.S. investor is asked to provide services of a refrigeration expert experienced in the preparation and packing of fish for export and a diesel engineer to service the generating plants at Bahia Solano and Leticia.

The firm was organized in 1964 and states it has broken even during the first five months of this year. It believes that the substantial lowering of costs permitted by expansion will result in a profitable operation as there is a wide market for its production.

Write: PEZAMACOL, Carrera 10, No. 16-30, oficina 405, Bogota, Colombia. WTD.

Italian paint manufacturer to buy computer from IBM

IBM World Trade Corporation will supply a computing system to Coloficio Italiano Max Meyer S.p.A., a paint and varnish manufacturer in Milan.

The new computer will complement an existing IBM 1401 computer in providing control over billings, raw material inventory and production flow.

The purchase will be financed through a $900,000 loan authorized by the Export-Import Bank.

Tanzania reports need for investment in tires, textile, paper industries

The manufacture of tires and tubes, textiles, clothing, soaps and detergents and paper create opportunities for investment in Tanganyika, according to "Investment Opportunities in Tanganyika," a report prepared by the Economic Intelligence Unit for the Government of Tanzania.

This 64-page report contains a wide range of information about mainland Tanzania—its historical background; population, natural resources, communication, power and water supplies; economic planning; existing investments; markets and the possibilities for investment; legislation affecting investors and local sources of finance.

For more detailed information regarding investment opportunities in Tanzania and to obtain a copy of the report, **write:** National Development Corp., P.O. Box 2669, Dar-es-Salaam, United Republic of Tanzania.

ELECTRICAL EQUIPMENT

A manufacturer of electric transformers, ballasts and fittings, regulators and all kinds of electric and fluorescent lighting apparatus and equipment seeks licensing arrangements for production electric or electronic equipment such as transformers, tension stabilizers, relays, all kinds of apparatus and equipment in connection with lighting in general.

Write: Constructions Electriques et Electroniques S.A., 472 Rue Saint-Leonard, Liege, Belgium. WTD.

VEHICLES

A manufacturer of electric and diesel locomotives and passenger cars wishes to manufacture road vehicles, off-the-road vehicles, mobile cranes, aircraft, automobile and truck components and other equipment under license or on a joint venture basis in South Africa. The firm has requested all inquiries be sent to its agent in England.

Write: Associated Industrial Consultants, Ltd., Marketing Division, Bilton House, 54 Uxbridge Rd., Ealing, London, W.5, England.

India gives new criteria for industrial licensing

The Government of India has added defense orientation to the existing criteria of export promotion and import substitution for private sector industrial licensing.

Proposals which fall in any one of these three categories will be approved on a high priority basis, whereas others will be given low priority, and may never be approved. The recent Indo-Pakistan conflict and continuing foreign exchange shortage are said to have caused the policy shift. The previous licensing policy was to give prior attention to export oriented industries and to discourage excessively capital intensive processes.

Establishment of a new industrial unit or the expansion of an existing one, involving a total fixed capital outlay of $525,000 or more, requires an industrial license from the Government. The license authorizes the production capacity to which the licensee is entitled.

Greece lowers import duties

Greece has effected its third successive 10% tariff cut on imports of industrial products from the European Economic Community which are subject to the 12 year program of tariff dismantlement called for in Greece's association agreement.

Also put into effect were the third successive 10% cut in prepayment requirements on imports of certain EEC products; the initial 10% enlargement of the value quotas on imports of some types of EEC machinery; and the initial adjustments of the Greek tariff schedule toward alignment with the EEC's eventual Common External Tariffs.

PVC INDUSTRIAL GLOVES

A Cape Town manufacturer of men's, juveniles' and boys' clothing, uniforms, overalls and workmen's wear would like a license from a U.S. firm to make polyvinylchloride (PVC) and other industrial gloves.

Write: African Clothing Factory, (Ensign), Ltd., Hyde St., or P.O. box 1098, Cape Town.

EQUIPMENT

A manufacturer of railroad equipment, front-end loaders, dump truck bodies and heating equipment seeks U.S. licensing rights on equipment requiring heavy metal-working machinery.

Write: Decauville S.A., 66, rue de la Chaussee d'Antin, France.

Construction bids invited by Canada for transmission line and building projects

The Canadian Government is inviting construction bids on two projects. Bid deadline is Dec. 14 for both contracts.

Contract No. 90 is for building 220 miles of 500,000-volt transmission line from Peace River to southwestern British Columbia. A 173-mile section is between Prince George and the Portage Mountain Dam generating plant and a 48-mile long section is between Boston Bar and Kelly Lake. The entire transmission line must be completed in time to carry Peace River power by October, 1968.

The 205-mile long center section, costing $4.8 million is now under construction. A third contract, expected to be called in early 1966, will be for building the remaining 150 miles.

The second project, for tender No. CQ-2060, is for the construction of three-story buildings at each end of the B.C. Hydro's submarine power interconnection between Vancouver Island and the Lower Mainland.

A submarine cable, believed to be the first in the western hemisphere, will carry direct current power about 30 miles under the Strait of Georgia to Vancouver Island. When the underwater cable is energized in 1967, it will make additional power available to Vancouver Island's increasing demands from new industries.

August 1966 is the scheduled completion date on this project.

Firms interested in bidding can obtain documents for contract No. 90 and for tender No. CQ-2060 from the British Columbia Hydro & Power Authority, 970 Burrad St., Vancouver, British Columbia.

Pakistan invites bids on store supplies for Railway Board

The West Pakistan Government invites bids on miscellaneous store supplies for the Railway Board.

Specified tender forms are required by the Board to submit bids by 1300 hours, Dec. 4, which will be opened publicly Dec. 6 at 1000 hours. The Tender No. for this project is PR-I/65/TR-8.

Stores required include 550,000 elastic rail clips; 550,000 bolts and nuts for fixing clips; 260,000 grooved rubber sole pads; 35,000 hexagonal slit nuts for prestressed concrete sleepers; 350,000 bell washers for prestressed concrete sleepers; 542 long tons high tensile steel, hot-rolled or cold-drawn wire for prestressed concrete sleepers and 3,600 long tons (approximately) high strength Portland Cement conforming to P.R.S. Specification No. Z-6-65 (Prov.).

Documents are available on payment of U.S. $10.50 (not refundable) from the Offices of the Secretary, Railway Board, Government of West Pakistan, P.W.R. Headquarters (Rm. No. 7, 1st Fl.), Empress Rd., Lahore, or the District Controller of Stores (Inspection), P.W. Railway, Karachi Cant.

Tenders are to be mailed to the Secretary, Railway Board, Government of West Pakistan, P.W.R. Headquarters, Empress Rd., Lahore.

Interested bidders may review the one set of available documents including Instructions, Tender Forms, Schedules of Requirements and Conditions of Contract in Rm. 4014, Building Materials and Construction Industries Division, BDSA, Department of Commerce, Washington, D.C. 20230.

India wants radio telephone equipment, antenna tuners

The Director General of Supplies and Disposals, New Delhi, has issued tender No. 407/34/101/1-10-65/Cell for several pieces of radio telephone equipment and automatic antenna tuners.

Four 100 watt HF SSB transmitters, with four crystal controlled frequencies, and selectable upper or lower band, with or without suppressed carrier, for simplex telephone or telegraph are requested. Equipment should be functionally similar to RCA Mark IV operating in the 3 to 15 Mc/s frequency range.

Also wanted are four automatic antenna tuners, type AAT-100, or similar, for use with the above transmitter. The tuner should be furnished complete with 78" dipole antenna, insulators, cable and mounting hardware.

The bid deadline for offers under this tender is Dec. 16 in New Delhi.

Copies of the tender documents are available against payment of $1.25 from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008, referencing No. D/ENQ/1916.

Radio transmitting gear sought by Paraguay

Paraguay's Secretario General, Ministerio de Hacienda has issued a tender request for the supply of several items of radio transmitting equipment.

Among the items wanted are one 100 KW AM transmitter for 920 Kc/s, complete with spares, antenna and tower, one 100 KW AM transmitter, with crystals for 19, 25, 31 and 49 Mc/s, and a continuous variable oscillator from 4 to 25 Mc/s, complete with crystals, spares, antenna and tower; one 1 KW FM transmitter STL link operating in the 88 to 108 Mc/s band; and one 50 watt FM transmitter.

Appropriate yagi antennas, receivers, multiplex, consoles, microphones, tape recorders, as well as two 100 KW motor generator sets are also requested.

The Radio Nacional del Paraguay is expanding its facilities and establishing several new transmitters and studios.

The bid deadline for tenders on this project is Dec. 3. All inquiries and bids should be in Spanish and addressed to Jose Dioz de Bedoya, Secretario General, Ministerio de Hacienda, Calle Palma y Chile, Asuncion, Paraguay.

Loan copies of the specifications in Spanish, are available to firms in the U.S. from the Electronics Division, BDSA-6420, Rm. 4119, Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

$1 million boys school to be built in Kuwait

Bids must be submitted through Kuwaiti firms

Kuwait's Ministry of Public Works invites bids submitted through Kuwaiti contractors on the construction and completion of a primary school for boys at Fahaheel, tender No. QS/T-65/75. Project cost is estimated at $1.1 million.

Dec. 8 is the closing date for submitting bids to the Central Tenders Board, State of Kuwait.

The local contractors for construction works and buildings must be registered with the Central Tenders Board in categories 2 and 3.

Documents for the school project are available for $224 from the Board. Bidders must submit a bank guarantee of $56,000 (KD 20,000).

A copy of the Kuwaiti firms listed in categories 1 through 4 as registered with the Central Tenders Board is available from the Building Materials Construction Industries Division., U.S. Department of Commerce, Washington, D.C. 20230. Telephone 202-967-3601.

NATO seeks supply of office stationery in three tenders

The North Atlantic Treaty Organization (NATO) has issued three separate tenders for office stationery.

Tender No. 1966-1 calls for two lots of envelopes in various sizes and weights in 15,650 packages totaling 78,250 envelopes. Bid deadline is Dec. 14.

Tender No. 1966-2 calls for three lots of stencil paper (5,250 quires), ink stencil (2,500 tubes) and carbon paper (2,550 boxes). Bid deadline is Dec. 10.

Tender No. 1966-3 calls for three lots of duplicating paper in various sizes (32,900 reams), offset paper (21,850 reams) and typewriter paper (6,600 reams). Bid deadline is Dec. 10.

Bids for these tenders may be submitted for all the lots or separately for each lot.

A copy of the general conditions, specificationsand bid instructions is available to U.S. firms from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

Australia extends deadline on communications equipment

The Department of the Postmaster General, Melbourne, has extended the bid deadline for group filters and carrier program equipment from Oct. 14 to Dec. 16.

The schedule period has also been amended to cover requirements from July 1, 1967 to June 30, 1970. (INTERNATIONAL COMMERCE, Oct. 4, p. 30).

Pakistan Western Railway seeks tenders on steel products, brass tubes

The Pakistan Western Railway has asked for bids by Dec. 16 on steel products, brass tubes and vacuum brake fittings.

Materials requested include: Steel, 7110 long tons billets, 2″ x 2″ to 6″ x 6″; 3697 lt. channels, 10″ x 3½″ x 24 lb. per ft. x 24 ft., 4870 lt. plates, 4′ wide x 8′ to 12′ x 3/16″ to 1″; 13 lt. floor plates, 8′ x 4′ x 3/32″; 677 lt. spring steel flats, 4″ x 5/8″; 3472 axles; 6944 wheels; 624 sets of wheel and axle assemblies complete with roller bearings and axle boxes; 2822 lt. sheets, 8′ to 10′ x 3′ to 5′ x 1/10″ to 1/8″; 4096 screw couplings.

Bids were also requested on 6144 vacuum brake fittings and three tons of brass tubes 1″ I.D. x 1 3/8″ O.D. x 8′.

Tender documents can be obtained from the Secretary, Railway Board, Government of West Pakistan, P.W.R. Headquarters, Empress Rd., Lahore, Pakistan, on payment of Rs 60.00 per set. This amount will not be refunded under any circumstances. Tenders will be accepted only on the specified tender forms enclosed with the tender documents.

A set of the tender documents may be examined in Rm. 4222, Iron and Steel Division, BDSA, Department of Commerce, Washington, D.C. 20230.

Iraq to build unified water supply system

The Directorate General of Planning and Design, Baghdad, invites qualified engineering firms to bid on the construction of a unified waterworks system for Sallahia and Mahnawia in Diwaniya Liwa, tender No. 363. The estimated daily consumption for Sallahia is 50,000 gallons daily, and for Mahnawia, 100,000 gallons daily.

Terms and tender documents may be purchased from the Directorate on payment of $42 a copy, plus $5 air mail charges. One set of the documents is available for review by interested firms residing in the U.S. at the office of the Water Industries & Engineering Services Division, Rm. 4111, Department of Commerce, Washington, D.C. 20230.

The deadline for submission of bids is Dec. 21.

As this type of project is often awarded locally, U.S. manufacturers may desire to contact Iraqi waterworks contractors regarding the supply of equipment and materials. A list of these contractors may be obtained on request from the Water Industries & Engineering Services Division.

Review documents available for New Zealand tunnel

Contractors interested in registering to bid on construction of New Zealand's Moawhango to Tongariro Tunnel, Contract No. 3, may review the three-book set of tendering documents received from the Ministry of Works, P.O. box 8024, Wellington. The deadline to register is Dec. 21, in writing, with the Secretary of the Tenders Board. (INTERNATIONAL COMMERCE, Nov. 15, 1965, p. 48).

The New Zealand Embassy in Washington, D.C., San Francisco and New York also have sets of documents available for review.

Afghan agency seeks ads

The Afghan Advertising Agency has been given the responsibility of placing all ads in the various Afghanistan publications and indicates that it is prepared to accept ads from outside sources. The agency is seeking an established U.S. advertising agency which would serve as its agent in obtaining and forwarding advertising leads from U.S. firms.

The three leading publications which may be of interest to advertisers are the Kabul Times, published in English, Islah and Anis, a vernacular newspaper and Zuwendoon, a vernacular monthly magazine.

Firms interested in the services of the Afghan Advertising Agency should contact them direct at: Jor Sheer 3, Kabul, Afghanistan, Cable AFAD, Kabul.

Ishaqi irrigation project tenders sought by Iraq

The Ministry of Agrarian Reform in Iraq invites qualified contractors to submit bids for the construction of the structures to the main canal from the head regulator at Samarra to the Balad railway station.

The bid deadline for tender No. 5 is Dec. 30 for submitting bids to the Directorate General of Irrigation, Ministry of Agrarian Reform, Baghdad. The work on this project includes inspection of the head regulator, construction of two railway bridges, construction of two foot bridges, construction of diversions for the railway and the road, construction of two falls and construction of two foot bridges.

Terms and specifications can be obtained from the above Ministry upon payment of U.S. $70 per copy plus airmail charges from Baghdad.

One set of tender documents and specifications (three books) is available for firms to review only in Rm. 4014, Building Materials and Construction Industries Division, BDSA, Department of Commerce, Washington, D.C. 20230.

New Zealand requests HF radio test equipment bids

The Stores Manager's Office, New Zealand Electricity Department, has issued invitation to tender No. 2371 calling for several items of UHF and VHF radio test equipment.

Among the items wanted are four signal generators, AM & FM, covering the bands 60-108 Mc/s, 118-185 Mc/s and 440-470 Mc/s; four output test sets; four heterodyne frequency meters, range 10 Mc/s to 500 Mc/s; and one UHF-VHF field strength set for the frequency range 50 to 470 Mc/s.

The power supply for the first three items is 230 V 50 cycle. For the field strength set it is to be battery-powered.

The bid deadline for tenders is Dec. 8.

Copies of the specifications may be obtained from the Office of the New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington, D.C. 20036. (Telephone: 202-338-8820.)

Two race tunnels planned by India for hydro project open to construction bids

India's Chief Engineer has issued global invitations for tunnel contractors' bids on the construction of a head race tunnel and a tail race tunnel. These tunnels (estimated cost $13 million) form part of the water conduit system pertaining to the Koyna Hydro Electric Project Stage III in the Ratnagiri District of the Maharashtra State. (INTERNATIONAL COMMERCE, May 24, p. 58).

Bid deadline is 5 p.m., Dec. 15.

Documents are available for a non-refundable fee of $31.50 each from the Chief Engineer, Koyna, P.O. Box Koyna, District Satara, India.

Japan to buy equipment, control systems for turbines

The Electric Power Development Co., Ltd., 1, 1-chome, Marunouchi, Chiyoda-ku, Tokyo, Japan, has issued an invitation to International bid No. Kuzuryu-6 with a deadline of Jan. 20, 1966, for the purchase of two sets oil pressure supply systems for governors; two sets compressed air supply systems; two sets water supply systems; one set drainage system, and two sets pump-turbine operation control systems to be used for Nagano Power Station.

Tenderers should quote delivered price and cost of supervisors for installation of equipment.

A copy of the specifications is available on loan to firms located in the U.S. from the Power & Electricl Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

Helsinki to build sewage water purification plant

The authorities of Helsinki, Finland, plan to construct a plant to purify sewage waters prior to discharge into the Gulf of Finland.

The new plant is to be built during 1967 or 1968.

The local planning agency, Helsingin Kaupungin Rakennusvirasto Katurakennusosasto, Kasarmikatu 21, Helsinki, is interested in receiving brochures and other related material from U.S. companies engaged in providing water and/or sewage purification equipment. Material should be forwarded to the attention of M. Anttila, at the above address.

Hospital construction bid deadline extended by Libya

The Government of Libya's Barce Reconstruction Organization, through its consulting engineers and architects, has extended the deadline for bidding on the construction of the 250-bed general hospital and quarters to be built in Barce, Libya, from Nov. 17 to Jan. 4, 1966.

It is hoped that this postponement will result in greater interest to more international construction organizations with prior experience in hospital construction. (INTERNATIONAL COMMERCE, Aug. 30, 1965, p. 37).

Oil and vinyl paint supply bids requested by SHAPE

Tender No. 102-65 for 15 lots of paint and supplies has been issued by the Supreme Headquarters Allied Powers Europe (SHAPE).

A partial list of items called for are: 5,900 kgs. of type II, class 3, interior oil paint in accordance with SHAPE specification P-1 in white, black, light grey and "SHAPE" light green; 1,500 kgs. of white vinyl paint in 5 kgs. containers; smaller quantities of yellow traffic paint, anti-rust paint, aluminum paint, turpentine, paint remover, linseed oil, putty, stain, and crack filler.

Bid deadline is Dec. 9.

U.S. firms may obtain a copy of the invitation to bid, specifications, instructions and conditions and general provisions from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. Telephone 202-WO 7-4674.

Iraq seeks measuring instruments, other items

Iraq is offering a tender for 50 GAP measuring instruments, 50 folded field levels, 200 Lifebuoy jackets, and 50 cross staffs for surveying purposes.

The bid deadline for tender No. CONT/DME/7/1965 is Dec. 28. Bids should be submitted to the Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq.

Tender terms and specifications are available on a loan basis to firms located in the U.S. from the Scientific, Photographic and Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939.)

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building, Phone: 272-6331.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 908 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 220, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 304 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-3920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3257.

DENVER, COLO., 80202, 16427 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 3-4243.

SALT LAKE CITY, UTAH, 84111, 2235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 658, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field crop farms

ETHIOPIA—Raw cotton; cif Djibouti. Ethiopia Amalgamated Ltd. (importer-exporter, manufacturers' representative, sales agent), P.O. Box 2090, Addis Ababa. WTD 11/5/65.

019 Commercial farms

FRANCE—Fodder grass and grass-seeds: vetch, ray grass, lucern, other varieties suitable for sale in France; cleaned, good quality. Etablissements Louis Saint-Jeannet & Ses Fils (seed growers and processors; wholesalers, importers, exporters), Avenue de la Gare, 32—L'Isle-de-Noe, Gers. WTD 10/7/65.

GERMANY—Clover seeds: red clover; alfalfa; white clover, Dutch clover; crimson clover; alsike clover; serradella; black medic and birdsfoot trefoil. Grass seeds: perennial ryegrass; Italian ryegrass; meadow fescue; timothy; red fescue, true creeping; common ryegrass; Kentucky blue grass; orchard grass; redtop; velvet bent grass; brown top, colonial, Astoria, highland bent grass; medium bent grass; creeping bent grass, white bent grass; tall oat grass; fowl meadow-grass; slender foxtail; Hungarian brome-grass; yellow oat grass, golden oat grass; reed canary grass, reed grass. Seeds for fodder purposes: turnipnavew; rape; Swede; marrow stem kale; turnip; buckwheat; sunflower; white, blue, yellow lupine; poppy; phacelia tanacetifolia; field pea; pea radish; white, yellow mustard; corn spurry; broad bean; winter vetch; common vetch, spring vetch; maize-corn. Vegetable seeds: sugar beet; bean; pea; lentil. Bird seeds: sorghum; millet; hemp. Requests quotations cif European ports. Leo Savelsberg Aussenhandelsgesellschaft mbH. & Co. (importer, wholesaler, exporter), Am Bahnhof, 517 Juelich/Rhld. WTD 11/4/65.

151 General building contractors

● **LIBYA**—Construct building for Tripoli Fire

Brigade. Tender No. 785, deadline Dec. 20. Terms, specifications available on payment U.S. $5.60 (2 Libyan Pounds) Public Works Dept. Tripoli and Benghazi. Guarantee 2,000 Libyan pounds with bids. Write: Secretary, Central Tenders Board, Ministry of Finance, Sharia Shatt, Tripoli.

● Suk El Sabat Project: Construct 30 kv. line from Ben Gashir to Km. 40 Tarhuna Rd., together with 2-30 kv. substations and work at existing Ben Gashir substations. Tender No. 41, bid deadline Dec. 20. Corporation will provide major equipment for the 30 kv. substations, otherwise successful bidder required to supply and erect. Documents available for nonreturnable deposit of U.S. $56. Bidders submit guarantee deposit of 5,000 Libyan pounds. Write: Electricity Corp. of Tripolitania, Sharia Halab, Tripoli.

● International Tender—General Hospital: for 250-beds includes five-story building (12,750 sq. meter) constructed of reinforced concrete, and equipped with all necessary built-in fittings; 950 sq. meter building for nursing staff; doctors' residences; all necessary accessories such as drainage, electric power system. Only firms specialized in this work should apply. Bid deadline Jan. 4, 1966. Payment U.S. $280 (100 Libyan pounds) for terms, specifications obtainable from Al-Merj Rehabilitation Organization, 55 Omar Mukhtar St., Benghazi or consultants Messrs. MacGughy, Marshall, McMillen and Lucas, 18 Via Clittuno, Rome, Italy. Guarantee of 2% value of bid required.

162 Heavy construction

● **LIBYA**—Construct new electric power station at Tobruk. Tender No. 777, deadline Dec. 27. Terms and specifications obtainable for $42 at Offices of Public Works Dept., Tripoli or Benghazi. Guarantee of $16,800 should be submitted with bid.

201 Meat products

FRANCE—Canned and frozen poultry; dried beef. Direct purchase and agency. Compagnie Commerciale (importer, dealer, agent), 33 Avenue des Champs Elysees, Paris 8e. WTD 10/7/65.

ITALY—Protein meat flour, lecithin oil, for manufacturing animal food. Giuseppe Fedeli (importer, manufacturer), Cascina Olona di Settimo Milanese (Milan). WTD 11/10/64.

202 Dairy products

ITALY—Powdered milk for manufacturing animal food. Giuseppe Fedeli (importer. manufacturer), Cascina Olona di Settimo Milanese (Milan). WTD 11/10/64.

203 Canning, preserving foods

ETHIOPIA—Canned meats and vegetables. Requests quotations cif Ethiopia. Direct purchase and agency. Ethiopia Amalgamated Ltd. (importer-exporter, manufacturers' representative, sales agent), P.O. Box 2090, Addis Ababa. WTD 11/5/65.

FRANCE—Frozen fruits; dried apricots, peaches, apples, pears; frozen fish; canned fish; canned salmon; salmon: smoked, salted, dried, pickled. Direct purchase and agency. Compagnie Commerciale (importer, dealer, agent). 33 Avenue des Champs Elysees, Paris 8e. WTD 10/7/65.

204 Grain mill products

ITALY—Animal fats, animal and vegetal proteic flours, milk powder, feed supplements for animal food industry. Giuseppe Fedeli S.p.A. (manufacturer), Cascina Olona di Settimo Milanese (Milan). WTD 11/10/60.

207 Confectionery

ETHIOPIA—Fancy candy and chocolate in cans. Requests quotations cif Ethiopia. Direct purchase and agency. Ethiopia Amalgamated Ltd. (importer-exporter, manufacturers' representative, sales agent), P.O. Box 2090, Addis Ababa. WTD 11/5/65.

209 Food preparations

GERMANY—Honey in drums of 660 lb. net or cans of 60 lb. net. Prefers quotations fas American port. Gebrueder Decker (importer), 5a Mathildenstrasse, 813 Starnberg. WTD 11/5/65.

ITALY—Fish flour for animal food industry. Giuseppe Fedeli (importer, manufacturer), Cascina Olona di Settimo Milanese (Milan). WTD 11/10/64.

PAKISTAN—Linseed oil, 20 tons. Steel Castings Ltd. (maufacturers), Grand Trunk Rd., Gujranwala, West. WTD 10/4/65.

220 Textile mill products

ETHIOPIA—Piece goods: woolen, cotton, artificial fiber; cotton laces. High quality or medium grade products only. Requests full details, prices, samples. Ethiopia Amalgamated Ltd. (importer-exporter, manufacturers' representative, sales agent), P.O. box 2090, Addis Ababa. WTD 11/5/65.

221 Broad woven fabric mills, cotton

FRANCE—Shoe fabrics. Direct purchase and agency. Requests replies in French. De Lentdecker-Senmartin (market survey specialists), 151 Bld. Murat, Paris 16e. WTD 9/24/65.

222 Broad woven fabrics, man-made fiber and silk

ETHIOPIA—Fabrics for men's shirts and women's blouses: nylon, other synthetic materials for sportswear, stretch fabrics of various types, textiles of Dacron and Dacron blended with other fibers. Bedspreads and mosquito netting made of terylene. Requests quotations cif Ethiopia. Ethiopia Amalgamated, Ltd. (importer-exporter, manufacturers' representative), P.O. box 2090, Addis Ababa. WTD 11/5/65.

223 Broad woven fabric mills, wool

FRANCE—Knop wool with jersey coating for protection gloves, weight 800 g. per sq. meter. Omnium de la Ganterie (importer), 44 Rue de Turbigo, Paris 3. WTD 10/21/65.

225 Knitting mills

FRANCE—Shoe linings, types made in knitting mills. Direct purchase and agency. Requests replies in French. De Lentdecker-Senmartin (market survey specialists), 151 Bld. Murat, Paris 16e. WTD 9/24/65.

Shoe linings, types made in knitting mills. Direct purchase and agency. Requests replies in French. Fages & Aiglon-Bourgeois (importer, wholesaler, agent), 66 rue de l'Oisillonnette, Cholet, Maine & Loire. WTD 10/7/65.

229 Textile goods

ETHIOPIA—Waste wool. Requests quotations cif Djibouti. Ethiopia Amalgamated, Ltd. (importer-exporter, manufacturers' representative, sales agent), P.O. box 2090, Addis Ababa. WTD 11/5/65.

FRANCE—Thermo-weldable barrier material, e.g., laminated aluminum on thin cloth, for packaging; width one yd., length 100-200 yd. Direct purchase and agency. Organisation Moderne pour la Fabrication & la Vente des Materiaux de Protection et d'Isolation (O.M.A.P.I.) (importer, wholesaler), 9bis rue Jacques-Amyot, Compiegne (Oise). WTD 10/22/65.

230 Apparel

ETHIOPIA—Raincoats; garments for winter and other sports. Children's outerwear, underwear, pajamas, swimsuits made of synthetic materials. Requests quotations cif Ethiopia. Direct purchase and agency. Ethiopia Amalgamated, Ltd. (importer-exporter, manufacturers' representative, sales agent), P.O. box 2090, Addis Ababa. WTD 11/5/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

232 Men's, youths', boys' furnishings

THAILAND—Shirts, including sports styles; slacks; sport jackets; underwear. Requests cif quotations, catalogs. Direct purchase and agency. Sarinthra Co. Ltd. (importer, wholesaler, retailer), 58-60 Rajprasong Rd., Bangkok. WTD 11/1/65.

233 Women's, misses', juniors' outerwear

THAILAND—Women's blouses, skirts, sweaters, sportswear. Requests cif quotations, catalogs. Direct purchase and agency. Sarinthra Co. Ltd. (importer, wholesaler, retailer), 58-60 Rajprasong Rd., Bangkok. WTD 11/1/65.

234 Women's, misses', children's, infants' under garments

THAILAND—Women's brassieres, lingerie, underwear, girdles. Requests cif quotations, catalogs. Direct purchase and agency. Sarinthra Co. Ltd. (importer, wholesaler, retailer), 58-60 Rajprasong Rd., Bangkok. WTD 11/1/65.

238 Apparel

FRANCE—Snowcoats, raincoats made of pure latex rubber. Direct purchase and agency. Societe de Fabrication de Vetement (manufacturer, dealer), 23 rue du Pont-Aux-Choux, Paris 3. WTD 10/15/65.

240 Lumber, wood products

ITALY—Port Orford cedar logs. Fratelli Viscardi (manufacturer), Via Fiume 9, Seregno, (Milano). WTD 8/21/63.

242 Lumber

● **CEYLON**—Pine boards, planed, tongued and grooved, trimmed on both ends: 25,000 sq. ft. ½ 6 nominal (7/16 x 5 3/16 face, 5 7/16 overall) and 175,000 sq. ft. 1 x 6 nominal 25/32 x 5 3/16 face, 5 7/16 overall). Bid deadline 10:00 a.m., Dec. 15. Ceylon Transport Board, Kirula Rd., Narahenpita, Colombo.★ (Telephone: 202-WO 7-3365).

JAPAN—Flooring in hard or soft wood of unusual textures and patterns. Requests specifications, catalogs, samples, prices. Yasuda & Co., Inc. (importer, exporter), 22, 7-chome Sugimura-cho, Kita-ku, Nagoya. WTD in preparation.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Commercial veneer, face or technical. Societe des Produits Forestiers, (manufacturer), 67bis rue de la Republique, Vincennes (Seine). WTD 8/16/65.

249 Hardboard, treated or tempered

● **CEYLON**—Hardboard, termite proofed, and oil tempered: 5000 sheets, 1/8" thickness, 4 ft. width by 8 ft. length; 1400 sheets, 3/16" thickness, 4 ft. width by 8 ft. length. Bid deadline Dec. 15. Chairman, Tender Board, Ceylon Transport Board, Kirula Rd., Narahenpita, Colombo.★ (Telephone: 202-WO 7-4906).

259 Furniture, fixtures

FRANCE—Wood or metal restaurant furniture. Requests replies in French. Feret et Cie, S.A. (wholesaler, importer), Avenue du Petit-Verger, Nantes, L.A. WTD in preparation.

262 Paper mills

FRANCE—Machine coated paper, 64-112 gr. per sq. meter; dry finish "magazine" paper, 56-64 gr. per sq. meter; seconds or ungraded as well as graded, flat or in rolls. Le Nappage Moderne (manufacturer, dealer), 199 Avenue Becquart, Lambersart (Nord). WTD 10/19/65.

263 Paperboard mills

KENYA—Board for the manufacture of cartons, approximately 200-250 tons per month, kraft liner, substances 140-230 grs/m2, in reels, width 61". Jayaramdas (sales or indent agency), P.O. box 2971, Mombasa. WTD 10/18/65.

264 Paper coating, glazing

FRANCE—Adhesive tapes, cellophane. Waterproof paper for use in packing. Direct purchase and agency. Organisation Moderne pour la Fabrication & la Vente des Materiaux de Protection et d'Isolation (O.M.A.P.I.) (importer, wholesaler), 9bis rue Jacques-Amyot, Compiegne (Oise). WTD 10/22/65.

Laundry plastic bags. Direct purchase and agency. Requests replies in French. De Lentdecker-Senmartin (market survey specialists), 151 Bld. Murat, Paris 16e. WTD 9/24/65.

GERMANY—Washable wallpaper, made from paper with a plastic coating; requests quotations cif Bremen. Mohr & Co., Tapetenfabrik (manufacturer, exporter), 60 Essenerstrasse or Postfach 575, 56 Wuppertal-Sonnborn. WTD 11/5/65.

266 Building paper, building board mills

JAPAN—Wallboard and panels of unusual patterns for home interiors. Requests specifications, catalogs, samples, prices. Yasuda & Co. Inc. (importer, exporter), 22 7-chome, Sugimura-cho, Kita-ku, Nagoya. WTD in preparation.

273 Books

ITALY—Books, all types. Remainders' Book Italiana, S.a.s. (manufacturer, distributor), Galleria Unione 3, Milan. WTD 7/13/65.

274 Publishing

MEXICO—Classroom equipment such as maps, charts, diagrams, models. Miguel Ruiz Galindo, Importaciones y Exportaciones, (sales agent), Gante No. 8, Desp. 31, Mexico, D.F. WTD 11/10/65.

281 Industrial chemicals

PAKISTAN—Dyes for textile leather and jute industries. Zafar A. Khan & Sons (importing distributor), 947/3 Qasaban Outside Lohari Gate, Multan, West. WTD 10/12/65.

282 Synthetic materials

ECUADOR—Polyvinyl (PVC) materials for manufacture of adhesive tapes, surgical bandages. K. Dorfzaun—Fabrica Nacional de Adhesivos (manufacturer), P.O. Box 790, Cuenca. WTD 10/25/65.

GERMANY—Polyamid and/or polypropylene in chips, pellets or granular form, suitable for injection moldings as used in manufacture of medical instruments and similar products; in lots of 100 metric tons and over. Direct purchase or agency. Helmut Heuer (sales agent, commission merchant), Ritterhuder Strasse 40, 28 Bremen. WTD 11/2/65.

Thermoplastic raw materials for use in processing insulated cables and wires; cif European ports. Coroplast Fritz Mueller KG (manufacturer, exporter), 271 Wittenerstrasse, 56 Wuppertal-Naechstebeck. WTD 8/17/65.

283 Drugs

● **CEYLON**—Extract of glycyrrhis, 4,500 imperial gallons; hydrogen peroxide, 30,000 bottles x 20 fl. oz.; olive oil, 1.800 imperial gal.; medicinal castor oil, 120,000 lb. in 50 lb., 100 lb. and 450 lb. drums; cresol sap liquid, 6,000 imperial gal.; paraffin liquid, 3,500 imperial gal.; compound benzoin tincture, 1,500 imperial gal.; chlorhexidine and cetrimide solution containing chlorhexidine 1.5% and cetrimide 1.5%, 2,500 imperial gal. Bid deadline Jan. 18, 1966. Chairman, Tender Board, Ministry of Health, Colombo. Copies of tender available from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

PAKISTAN—Phenobarbital sodium; nikethamide; phenacetine powder; caffeine anhydrous; nicotinamide; dextrose injections; acetyle salicylic acid, 20 mesh crystals; ISO nicotinic acid hydrazide; quinine sulphate. All USP. Zafar A. Khan & Sons (importing distributor), 947/3 Qasaban Outside Lohari Gate, Multan, West. WTD 10/12/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

FRANCE—Shoe cleaners and polishes. Direct purchase and agency. Requests replies in French. De Lentdecker-Senmartin (market survey specialists), 151 Bld. Murat, Paris 16e. WTD 9/24/65.

GERMANY—Nail varnish, lipsticks, skin cosmetics, perfumes, deodorants, shampoos, toilet soaps, shaving lotions, related products. Direct purchase and agency. W. P. Johns & Sohn (importer), Katharinenstrasse 29, Hamburg 11. WTD 11/10/65.

High grade cosmetics and perfumes. Importing distributor requests replies in German, quotations cif German or Dutch ports. Hans Karl Batsch, 33 Kepplerstrasse, 4005 Buederich. WTD 8/31/65.

THAILAND—Cosmetics, beauty aids, all kinds. Requests cif quotations, catalogs. Direct purchase and agency. Sarinthra Co., Ltd. (importer, wholesaler, retailer), 58-60 Rajprasong Rd., Bangkok. WTD 11/1/65.

287 Agricultural chemicals

FRANCE—Pest control chemicals: fungicides, herbicides, insecticides. Direct purchase and agency. S.E.P.P.I.C. (manufacturer), 70 Ave. des Champs-Elysees, Paris 8. WTD 11/13/64.

289 Chemical products

PAKISTAN—Stencil correction compounds. Modern Tycaloe Corp. (importing distributor), 11 Dinga Singh Bldg., The Mall, Lahore, West. WTD 10/13/65.

295 Paving, roofing materials

JAPAN—New paving and roofing materials and methods with unusual applications. Requests catalogues, specifications, prices. Yasuda & Co. Inc. (importer, exporter), 22, 7-chome, Sugimura-cho Kita-ku, Nagoya. WTD in preparation.

299 Products of petroleum, coal

MEXICO—Motor oil additives, gasoline PA, greases, lubricants, similar products. Direct purchase and agency. Materiales Industriales Descontinuados, S.A. (importer, retailer), Rosas Moreno No. 66-A, Mexico, D.F. WTD 8/25/65.

301 Tires, tubes

● **VIET-NAM**—Motorcycle tires, inner tubes, 118 each, size 500/525 x 16, 4 ply, nylon or rayon. Tender No. 1899-05 115, bid deadline Dec. 10. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-3381).

302 Rubber footwear

FRANCE—Rubber or rubber-soled fabric shoes. Direct purchase and agency. Requests replies in French. De Lentdecker-Senmartin (market survey specialists), 151 Bld. Murat, Paris 16e. WTD 9/24/65.

306 Fabricated rubber products

FRANCE—Shoe soles and soling strips; rubber-composition, fiber. Direct purchase and agency. Requests replies in French. De Lentdecker-Senmartin (market survey specialists), 151 Bld. Murat, Paris 16e. WTD 9/24/65.

Shoe soles and soling strips: rubber composition, fiber. Direct purchase and agency. Requests replies in French. Fages & Aiglon-Bourgeois (importer, wholesaler, agent), 66 Rue de l'Oisillonnette, Cholet, Maine-et-Loire. WTD 10/7/65.

307 Plastic products

FRANCE—Plastic shoe heels; plastic shoe soles and soling strips. Direct purchase and agency. Requests replies in French. Fages et Aiglon-Bourgeois (importer, wholesaler, agent), 66 Rue de l'Oisillonnette, Cholet, Maine & Loire. WTD 10/7/65.

Plastics serving trays; other simple plastic hotel items. Societe Baldon-Paradis (dealer), 155 Ave. de Choisy, Paris 13. WTD 10/22/65.

313 Boot, shoe cut stock, findings

FRANCE—Leather shoe linings; leather shoe soles; leather shoe laces; shoe cut stock and

findings. Direct purchase and agency. Requests replies in French. De Lentdecker-Senmartin (market survey specialists), 151 Bld. Murat, Paris 16e. WTD 9/24/65.

Leather shoe soles; shoe cut stock and findings; leather shoe linings. Direct purchase and agency. Requests replies in French. Fages et Aiglon-Bourgeois (importer, wholesaler, agent) 66 Rue de l'Oisillonnette, Cholet, Maine & Loire. WTD 10/17/65.

314 Footwear

FRANCE—Women's, misses, men's, children's shoes; novelty shoes, house slippers. Direct purchase and agency. Requests replies in French. De Lentdecker-Senmartin (market survey specialists), 151 Bld. Murat, Paris 16e. WTD 9/24/65.

316 Luggage

FRANCE—Luggage of leather or other materials; shoe kits, regardless of material. Direct purchase and agency. Requests replies in French. De Lentdecker-Senmartin (market survey specialists), 151 Bld. Murat, Paris 16e. WTD 9/24/65.

317 Handbags, personal leather goods

FRANCE—Women's handbags and purses; other small leather articles. Direct purchase and agency. Requests replies in French. De Lentdecker-Senmartin (market survey specialists), 151 Bld. Murat, Paris 16e. WTD 9/24/65.

THAILAND—Handbags, luggage, shoes. Requests cif quotations, catalogs. Direct purchase and agency. Sarinthra Co., Ltd. (importer, wholesaler, retailer), 58-60 Rajprasong Rd., Bangkok. WTD 11/1/65.

322 Glass, glassware

FRANCE—Food containers; commercial food preparation utensils. Requests replies in French. Feret et Cie, S.A. (wholesaler, importer), Avenue du Petit-Verger, Nantes, L.A. WTD in preparation.

GERMANY—Household glassware, all kinds, made of hollow glass and pressed glass. Requests quotations cif Hamburg, replies in German. Glashuetten-Niederlage B. Koch Jr. GmbH. (wholesaler), 3 Postfach, 349 Bad Driburg/W. WTD 11/9/65.

JAPAN—Glass tableware; contemporary and modernistic designs preferred. Requests catalogues, specifications, prices. Yasuda & Co., Inc. (importer, exporter), 22, 7-chome, Surgimura-cho, Kita-ku, Nagoya. WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

GERMANY—Acoustical tiles or boards produced from mineral fibers or similar raw stuffs; cif European ports. Antilaerm Weber KG. (wholesaler, importer), Werkstoffe zur Laermbekaempfung, 56 Pempelforter Str. 4 Duesseldorf. WTD 8/24/65.

NETHERLANDS ANTILLES—Acoustical tiles for ceilings. Aruba Hardware C.V. (importer, wholesaler, retailer), 59 Wilhelminastraat, Oranjestad, Aruba. WTD 11/5/65.

331 Steel mill products

● **IRAN**—Welded steel pipe and fittings: 6300 meters required. Tender No. 5408, bid deadline Jan. 10, 1966. Steel Corp. of Iran, Ferdowsi Sq., 35 Forsat Ave., Tehran. Tender documents, including specifications, should be requested from Steel Corp., of Iran.

● Wire: 1000 tons 5 mm. dia. Tender No. 44/1393, bid deadline Jann. 10, 1966. Requests for tender documents should be addressed to The Iranian State Railways, Procurements and Purchasing Dept., Maydane Rah Ahan, Tehran.

● **IRAQ**—Cold-rolled sheets for drums: 120,000 pcs. 34½" x 70¼" x 24 ga. and 120,000 pcs. 25¼" x 50¼" x 24 ga. Tender No. 29/65, bid deadline Dec. 14. Government Oil Refineries Administration, Ministry of Oil Baghdad.★ (Telephone: 202-WO 7-2363).

PAKISTAN—Ferrous and nonferrous metals: pig iron; MS bars, billets, sheets, rounds. Zafar A. Khan & Sons (importing distributor), 947 Qasaban Outside Lohari Gate, Multan, West. WTD 10/12/65.

332 Iron, steel foundries

FRANCE—Cast iron cooking utensils. Requests replies in French. Feret et Cie, S.A. (wholesaler, importer), Avenue du Petit-Verger, Nantes, L.A. WTD in preparation.

333 Primary smelting, refining of nonferrous metals

● **PAKISTAN**—100 tons of lead ingots (BSS-334—type A). Tender No. S-5/105/I&S/65-66, bid deadline 10 a.m. Dec. 8. The Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca.★ (Telephone: 202-WO 7-2298).

UAR—Copper, approx. 5,000 tons, copper wire bars, cakes, slabs, billets, ingots, ingot bars, according to ASTM No. B.5-43 specifications. Lead, approx. 3,000 tons, ingot bars, according to ASTM No. B29-49 specifications. Deliveries to begin during first quarter of 1966. Copies of specifications available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Electro Cable Egypt Co. (Government owned firm), P.O. Box 208, Cairo.

335 Rolling, drawing, extruding of nonferrous metals

● **BURMA**—Supply of self-supporting telephone cable, lead sheathed telephone cable, armored underground telephone cable, various quantities and sizes with jointing materials and accessories. Tender No. 65/EL(S)65-66, bid deadline Dec. 15. People's Stores Corp., Electrical Division, Rangoon.★ (Telephone: 202-WO 7-2131).

336 Nonferrous foundries

FRANCE—Cast aluminum cooking utensils. Requests replies in French. Feret et Cie, S.A. (wholesaler, importer), Avenue du Petit-Verger, Nantes, L.A. WTD in preparation.

342 Cutlery, hand tools, general hardware

BELGIUM—Hardware for furniture, building, decoration. Direct purchase or agency for Belgium, Luxembourg, The Netherlands. V. Mallentjer (importer, wholesaler, agent), 65 Rue de la Limite, Brussels 3. WTD in preparation.

DENMARK—Hand tools for automotive trade. Hans Lystrup A/S (importer), 5-7 Pilealle, Copenhagen F. WTD 10/6/65.

FRANCE—Light alloy pulleys with removable pivot; variable ratio pulleys; metal extensible couplings. Direct purchase and agency. Fonderie Cappuccitti (manufacturer, importer), 50bis rue Camille-Desmoulins, Cachan (Seine). WTD 11/3/65.

343 Heating apparatus, plumbing fixtures

DENMARK—All kinds of incinerators for burning of garbage, waste, etc. N. P. Ryo (wholesaler), 14 Nytorv, Aalborg. WTD 11/5/65.

FRANCE—Oil, gas, coal heating equipment. Requests replies in French. Etablissements Marcel Labeix (importer-dealer), 1 Avenue Marechal Joffre, 12-Rodez. WTD 11/8/65.

GERMANY—Plumbing fixtures fittings for heating apparatus and heating systems. Direct purchase and agency. Anton Hummel, Metallwarenfabrik (manufacturer, exporter, wholesaler), 7808 Waldkirch/Breisgau, Mozartstrasse 2-4. WTD 12/7/64.

344 Fabricated structural metal products

FRANCE—Industrial boilers. Societe Nouvelle des Ets. Noel (manufacturer), 13 Ave. de la Republique, Paris 2. WTD 10/21/65.

JAPAN—Modern, unusual metal hardware and other objects for use in the home, e.g., stairs, window frames. Requests catalogues, specifications, prices. Yasuda & Co., Inc. (importer, exporter), 22, 7-chome, Sugimura-cho, Kita-ku, Nagoya. WTD in preparation.

345 Screw machine products

GERMANY—Fastening articles such as anchors, steel bolts, steel studs, wall hooks, ceiling hooks. Importing distributor requests quotations cif German or Dutch ports. Herberg & Co. K.G., 7 Treppenstrasse, Postfach 93, 586 Iserlohn. WTD 9/2/65.

346 Metal stampings

FRANCE—Cooking and kitchen utensils: stamped aluminum; vitreous enameled. Requests replies in French. Feret et Cie S.A. (wholesaler, importer), Avenue du Petit-Verger, Nantes, L.A. WTD in preparation.

Household utensils. Direct purchase and agency. Fonderie Cappuccitti (manufacturer, importer), 50bis rue Camille-Desmoulins, Cachan (Seine). WTD 11/3/65.

349 Fabricated metal products

FINLAND—Safe deposit boxes and lockers; night depositories for bank use. Requests full details, prices, terms. Orbis Oy (importer, wholesale distributor), Kalannintie 52, Helsinki. WTD 6/24/65.

FRANCE—Irrigation distribution equipment: fittings, gates, tubing, risers, sprinklers. Direct purchase and agency. S.E.P.P.I.C. (manufacturer), 70 Ave. des Champs-Elysees, Paris 8. WTD 11/13/64.

352 Farm machinery

★★ THAILAND—Trade Mission

Plows suitable for use with 40-60 hp. tractors. Cholburi Muang Thong Co., Ltd. (manufacturer, wholesaler), 202 Sukhumvit Rd., Amphur Muang, Cholburi Province. WTD 11/4/65. TM 66A.

353 Construction machinery

FRANCE—Building, public works equipment: bulldozers, concrete mixers, dredging machinery, pavers, power shovels. Direct purchase and agency. Elevator, S.A. (manufacturer, im-

porter), 23 rue Servan, Paris XI. WTD 10/22/65.

● **GREECE**—Supply, assembly, start-up of 18 electric, rail mounted cranes, capacity of 3, 6 and 15 tons; 2 ore handling buckets. Tender No. F. 125; bid deadline changed to Jan. 28 (INTERNATIONAL COMMERCE, Nov. 22, p. 35). Free Zone Port of Thessaloniki, Technical Services Dept., Mechanological Section, Free Port of Thessaloniki, Thessaloniki.★ (Telephone: 202-WO 7-5589).

● **TURKEY** — Three crawler mounted power shovels, 2½ cu. yd. bucket capacity, diesel powered, tender No. 109-KP/251, bid deadline Dec. 20.

Two crawler tractor angledozers, hydraulic operated 220-240 h.p. diesel power, one equipped with rear mounted crane attachment, tender No. 139-KP/247, bid deadline Dec. 22. Two crawler type tractor shovel-loaders, 1-1½ cu. yd. bucket capacity, tender No. 139/KP/250, bid deadline Dec. 24. One mobile carrier mounted crane, 25 ton capacity, tender No. 118-KP/248, bid deadline Dec. 27. One motor grader, 4 wheel drive, 4 wheel steer, equipped with snow plow, hydraulic controlled, 120 h.p. diesel engine, tender No. 139/KP/249, bid deadline Jan. 5, 1966. One blast hole drill, crawler type, self-propelled, equipped with compressor, drill to 12 meters deep, drill bit size 100mm., tender No. 108-KP/245, bid deadline Jan. 8, 1966. Etibank General Management, Sihhiye, Ankara.★ (Telephone: 202-WO 7-5566).

354 Metalworking machinery

DENMARK—Pneumatic tools, accessories such as air sanders, nail drivers. Folke-Larsen (importer), 14 H.C. Bojsensvej, Hvidovre. WTD 9/28/65.

FRANCE—Miniature soldering machines for electronic industry. Tools, newly developed types, for the electronic industry. S.O.A.M.E.T. (importer, dealer), 68 Ave. Parmentier, Paris 11. WTD 10/21/65.

Power driven hand tools. Societe Nouvelle des Ets. Noel (manufacturer), 13 ave. de la Republique, Paris 2. WTD 10/21/65.

GERMANY—Bolt-firing tools. Herberk & Co. K.G. (wholesaler, importer), 7 Treppenstrasse, Postfach 93, 586 Iserlohn. WTD 9/2/65.

PAKISTAN—Milling machines and spare parts; lathes, shapers, grinders. Zafar A. Khan & Sons (importing distributor), 947/3 Qasaban Outside Lohari Gate, Multan, West. WTD 10/12/65.

★★ **THAILAND—Trade Mission**

Metal working lathes app. 1″ up to 24″ capacity; oxygen metal cutting equipment; automatic electric welding equipment. Cholburi Muang Thong Co., Ltd. (manufacturer, wholesaler), 202 Sukumvit Rd., Amphur Muang, Cholburi Province. WTD 11/4/65. TM 66.

355 Rolling, drawing, extruding of nonferrous metals

● **BURMA**—Supply of enamel insulated winding wires of high conductivity annealed copper wire of various sizes and quantities. Tender No. 14/EL(T)65-66, bid deadline Dec. 13. Divisional Mgr., Electrical Stores Corp. Line 14, St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2131).

ECUADOR—Plastic tape (PVC) perforating machinery for production of adhesive bandaids and surgical dressings. Requests catalogs with offers. K. Dorfzaun—Fabrica Nacional de Adhesivos (manufacturer), P.O. Box 790, Cuenca. WTD 10/25/65.

FRANCE—Commercial food products machinery; food choppers, cutters, dicers, grinders, mixers, slicers, tenderizers, whippers; coffee mills; drink mixers. Requests replies in French. Feret et Cie S.A. (wholesaler, importer), Avenue du Petit-Verger, Nantes, L.A. WTD in preparation.

Bagging machines for potatoes. Potato chip cooker, one; production capacity 400 to 600 lb. per hr. Ets. Jean Capmas & Fils (importer, dealer), 13 rue des Innocents, Paris 1er. WTD 9/27/65.

INDIA—Aluminum foil processing and converting equipment: laminators, printing machines, embossing calendars, slitters, cutters. Requests quotations, catalogs. Specifications available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. The General Industrial Society Ltd. (manufacturer), 15 India Exchange Place, Calcutta 1. WTD 11/9/65.

● Supply of PVC switchboard cables in various sizes, qantities. Tender No. PES: 71967/SPC, bid deadline Jan. 10. Purchase Officer, Indian Telephone Industries, Ltd., Dooravani Nagar, Bangalore 16, Mysore State.★ (Telephone: 202-WO 7-2131).

IRAQ—Machinery and equipment for production of rubber, plastic, wood heels for women's, men's, children's footwear. Talib Abdul Wahab Al-Dallal (importer, wholesaler, retailer), Al Akbar St., Kerbala. WTD 11/4/65.

PAKISTAN—Flour mill machinery, spare parts and accessories; textile mill machinery and spare parts. Zafar A. Khan & Sons (importing distributor), 947/3 Qasaban Outside Lohari Gate, Multan, West. WTD 10/12/65.

PERU—Mixers for pharmaceutical manufacturer with motors ½ to ⅔ hp., 1,000 to 2,500 rpm; requests replies in Spanish. Laboratorios Magma S.A. (importer, wholesaler, manufacturer), P.O. Box 2040, Miraflores, Lima. WTD 11/18/63.

Electric distillation machine to distill water, 10 gallons capacity; requests replies in Spanish. Laboratorios Magma S.A. (importer, wholesaler, manufacturer), P.O. Box 2040, Miraflores, Lima. WTD 11/18/63.

Complete machinery to produce 3,000 bricks per hour; technical assistance for installation of brick producing machinery and for building a brick kiln tunnel. Importaciones Representaciones Universal S.A. (IRUSA) (importer, wholesaler, representative), Manco Capac 293, La Victoria, Lima. WTD 2/12/64.

356 General industrial machinery

DENMARK—Emollient filters for household and industrial use; dry filters for air cleaners. Direct purchase and agency. Logstrup & Hoyers Eftf. (importer), 1 Fredericksborgvej, Copenhagen NV. WTD 11/9/65.

● **INDIA**—One heavy duty planing and moulding machine, 12″ x 4″, capacity 80 ft/min. feed, with attachments. Tender No. 964/BPO/PR/P/4079, bid deadline Dec. 23. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Hoshiarpur, Punjab.★ (Telephone: 202-WO 7-5589).

ITALY—Low temperature dryers, ovens, furnaces and processes for petroleum, petrochemical and chemical industries; furnaces for steel industry. Del Monego, S.p.A. (manufacturer), Piazza della Repubblica 8, Milan. WTD 8/11/65.

● **PAKISTAN**—Supply of well points and jetting pumps, 2,000 gal. per min. capacity. Tender No. PO-M/CHPR/29, bid deadline Dec. 15. Director of Purchase, East Pakistan Water and Power Development Authority, Directorate of Purchase, WAPDA Bldg., Dacca 2.★ (Telephone: 202-WO 7-5589).

357 Office, computing, accounting machines

HONDURAS—Typewriters, accounting machines, cash registers. Requests replies in Spanish. Elias C. Yuja (importer, retailer), P.O. Box 61, San Pedro Sula. WTD 11/1/64.

JAPAN—New and advanced office machines. Requests catalogues, specifications, prices. Yasuda & Co., Inc. (importer, exporter), 22, 7-chome, Sugimura-cho, Kita-ku, Nagoya. WTD in preparation.

MEXICO—Teaching machines, electrically or electronically activated. Miguel Ruiz Galindo, Importaciones y Exportaciones (sales agent), Gante No. 8, Desp. 31, Mexico, D.F. WTD 11/10/65.

PAKISTAN—Calculators, typewriters, duplicators, addressing machines, mailing meters. Modern Tycaloe Corp. (importing distributor), 11 Dinga Singh Bldg., The Mall, Lahore, West. WTD 10/13/65.

358 Service industry machines

FRANCE—Commercial electric and non-electric food warming equipment; commercial cooking equipment; commercial electric and non-electric food service equipment. Requests replies in French. Feret et Cie S.A. (wholesaler, importer), Avenue du Petit-Verger, Nantes, L.A. WTD in preparation.

GERMANY—Machinery, equipment, supplies for commercial cooking and food warming. Direct purchase and agency. Leopold Knietsch K.G. (wholesaler, sales agent), 7150 Backnang, Wuerttemberg, Suedstrasse 103-105. WTD 11/4/65.

Automatic merchandising machines for beverages, ice cream, ice cubes; cif European ports. Direct purchase and agency. S.F. Soft-Eismaschinen GmbH & Co. K.K. (wholesaler, agent, importer, exporter), 13 Pionierstrasse, Duesseldorf. WTD 9/2/65.

QATAR—Domestic, commercial, industrial air conditioners. Jaidah Motors Co., (importer, retailer, wholesaler, commission agent), P.O. Box 150, Doha, Qatar. WTD 2/20/65.

359 Machinery

NETHERLANDS ANTILLES—Flexible metal—aluminum, copper—hose, tubing, fittings. Aruba Hardware C.V., (importer, wholesaler, retailer), 59 Wilhelminastraat, Oranjestad, Aruba. WTD 11/5/65.

361 Electric transmission, distribution equipment

● **BURMA**—Supply of 600 doz. 10 amp, and 600 doz. 15 amp. fuse bases; 100 lb. each of SWG 22, 24, 26, 28, 32, 34 and 36 gauge tinned copper fuse wire also 400 lb. each of 5, 10 and 20 amp. lead alloy fuse wire and 300 lb. 30 amp. wire. Tender No. 12/EL(T) 65-66, bid deadline Dec. 6. Divisional Mgr., Electrical Stores Corp. Line 14, Rangoon.★ (Telephone: 202-WO 7-4241).

● **GREECE**—Supply of miscellaneous 6.6 kv. and 22 kv. metalclad switchgear for transformer substation. Tender No. PAP/2232, bid deadline not yet set. Public Power Corp., Athens-Piraeus Division, Purchasing Dept., 83-85 Academias St., Athens.★ (Telephone: 202-WO 7-4241).

● Supply of 5,200 secondary distribution fuse boxes. Tender No. DMKD-479, bid deadline not yet set. Public Power Corp. (DEH), Purchasing Dept., 30 Halkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4241).

● Supply of two 20/25 mva, 150/66 kv., 50 cycle power transformers and one rated 10/12.5 mva, 66/15.75 kv. Tender No. DMPM-309, bid deadline not yet set. Public Power Corp. (DEH), Purchasing Dept., 30 Halkokondyli St., Athens.★ (Telephone: 202-WO 7-4241).

● Supply of 15 kv., 66 kv. and 150 kv. substation equipment including outdoor switching equipment, switchyard apparatus; copper conductors, fittings; steel structures for substation; control boards for substations; lighting equipment; underground cables, cable accessories. Tender No. DMPM-314/PARTS 1-6, bid deadline not yet set. Public Power Corp. (DEH), Purchasing Dept., 30 Halkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4241).

● Supply of 38 sets of 15 kv. capacitor banks, outdoor type, pole mounted together with associated control switches. Tender No. DMKD-485, bid deadline not yet set. Public Power Corp. (DEH), Purchasing Dept., 30 Halkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4241).

● Supply of 7,420 three-phase watthour meters of various strength and specifications; 250 three-phase reactive energy meters; 3,000 rolls recording charts. Tender No. PAP/2224, bid deadline changed to Dec. 23 (INTERNATIONAL COMMERCE, Nov. 22, p. 36). Estimated value $346.000. Public Power Corp., Athens-Piraeus Division, Purchasing Dept., 83-85 Academias St., Athens.★ (Telephone 202-WO 7-2939).

● **INDIA**—Supply of 200 station type 11 kv. lightning arrestors. Tender No. 966/BPO/E-800/PR/54609, bid deadline Jan. 19, 1966. T.K. Kalia, Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Hoshiarpur, Punjab.★ (Telephone: 202-WO 7-4241).

● Supply of 61-11 kv. control panels for railway switching. Tender No. 964/BPO/E-738/51448, bid deadline Dec. 22. T.K. Kalia, Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Hoshiarpur, Punjab.★ (Telephone: 202-WO 7-4241).

● **IRAQ**—Supply of 10-50 kva, 30-100 kva, 20-200 kva and 5-300 kva, 3-phase, 50 cycle 11,000/400/230 volt transformers. Tender No. 62, bid deadline Dec. 14. Terms, specifications may be obtained from Directorate General of Planning and Design, Ministry of Municipal and Rural Affairs, Baghdad upon payment of $4.20 per copy plus $1.80 to cover mailing. A copy of specifications is available for review only, not for loan, in Rm. 4124, Power and Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-W0 7-4124).

● **THAILAND**—Supply of one set of metal enclosed switchboard comprised of five sections of 15 kv. metal-clad switchgear and a control board for a 69 kv. oil circuit breaker. Tender No. MEA-PSD-017, bid deadline Dec. 15. The Metropolitan Electricity Authority, Chakrapetch Rd., Bangkok.★ (Telephone: 202-WO 7-4241).

362 Electrical industrial apparatus

GERMANY—Welding accessories and equipment; items involving new techniques in welding; fob U.S. ports. Tehag Maschinenbau u. Tech. Handelsgesellschaft Nach., C.H. Hoeing (wholesaler, manufacturer, exporter), 4 Kemnader Strasse, Bochum-Weitmar. WTD 9/2/65.

● **INDIA**——Supply, erection and setting to work three units of 3000 kw. rectifier sets, for traction substation at Kalyan. Tender No. W 828-B-LP-12-TR-8, bid deadline Dec. 15. Tender documents available from General Mgr. (Electrical), Central Railway, Victoria Terminus, Bombay 1, upon payment of $27.20 per set. A copy of documents and specifications is available for review only, not for loan, in Rm. 4124, Power and Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

363 Household appliances

● **BURMA**—Supply of 5,000 sewing machines. Tender No. 1129/29(T)/MCY-G-3/(65-66), bid deadline Dec. 15. Government of the Union of Burma, People's Stores Corp., Machinery, Equipment, Tools & Spares Division No. 176, Bo Aung Kyaw St., Rangoon.★ (Telephone: 202-WO 7-5345).

FRANCE—Household refrigerators, washing machines, dishwashers, kitchen ranges, other appliances. Importing wholesaler interested in direct purchase and agency for Eastern France. Frigest, S.A., 104 Route de Thionville, 57 Metz. WTD 11/4/65.

Stoves: gas, oil, coal. Requests replies in French. Etablissements Marcel Labeix (importer, dealer), 1 Avenue Marechal Joffre, 12-Rodez. WTD 11/8/65.

GERMANY—Air space heaters for large spaces; cif European ports. Requests replies in German. Rietberg-Werke, Inh. Seppeler-Stiftung (manufacturer, agent, exporter), 55 Bahnhofstrasse, 4835 Rietberg. WTD 8/18/65.

HONDURAS—Electric stoves for kitchen use. Requests replies in Spanish. Elias C. Yuja (importer, retailer), P.O. Box 61, San Pedro Sula. WTD 11/1/64.

364 Electric lighting, wiring equipment

GERMANY—Electric installation material for machinery of various types and for building installations. Direct purchase and agency. Anton Hummel, Metallwarenfabrik (manufacturer, exporter, wholesaler), 7808 Waldkirch/Breisgau, Mozartstrasse 2-4. WTD 12/7/64.

● **GREECE**—Supply of 2,200 cast iron, underground 2, 3 and 4 way cable junction boxes. Tender No. PAP/2218, bid deadline Dec. 23. Public Power Corp., Athens Piraeus Division, Purchasing Dept., 83-85 Academias St., Athens.★ (Telephone: 202-WO 7-4241).

● **INDIA**—Supply of 24 heavy duty floodlights with parabolic aluminum reflectors and 1000 watt mercury vapor lamps to be operated on 230 volt, 50 cycle a.c. system. Tender No. 965/BPO/E-696/PR/9549, bid deadline Jan. 12, 1966. T. K. Kalia, Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Hoshiarpur, Punjab.★ (Telephone: 202-WO 7-4241).

● Supply of 26 emergency lighting panels capable of operating on 230 volt, 50 cycle, a.c. supply. Tender No. 961/BPO/E-735/PR/54570, bid deadline Dec. 20. T. K. Kalia, Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Hoshiarpur, Punjab.★ (Telephone: 202-WO 7-4241).

NETHERLANDS ANTILLES—Fluorescent fixtures, lamps. Aruba Hardware C.V. (importer, wholesaler, retailer), 59 Wilhelminastraat, Oranjestad, Aruba. WTD 11/5/65.

365 Radio and television receiving sets

FRANCE—Industrial and hi-fi television sets. Direct purchase and agency. Electrotechnique Moderne de l'Oise (manufacturer), 39 bis Route National, La Croix-Saint-Ouen (Oise). WTD in preparation.

Magnetic recording tape; tape recorders. Ets. Daniel Tahon (importer, dealer), 3/5 Rue Eugene Sue, Neuilly-Plaisance (S. & O.). WTD 9/29/65.

366 Communication equipment

ETHIOPIA—Telephone exchange equipment. Direct purchase and agency. Ethiopia Amalgamated Ltd. (importer, exporter, manufacturers' representative, sales agent), P.O. Box 2090, Addis Ababa. WTD 11/5/65.

FINLAND—Closed circuit television systems especially designed for use in banks. Requests full details, prices, terms. Orbis Oy (importer, wholesale distributor), Kalannintie 52, Helsinki. WTD 6/24/65.

FRANCE—Automatic telephone answering, recording equipment. Ets. Daniel Tahon (importer, dealer), 3/5 Rue Eugene Sue, Neuilly-Plaisance (S. & O.). WTD 9/29/65.

● **INDIA**—Supply of power line telephone communications system. Tender No. 212/81/048/26-10-65/IV, bid deadline Dec. 29. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications available for $1.05 per set from Indian Supply Mission (Ref. D/ENQ/1915), 2536 Massachusetts Ave. NW., Washington, D.C.★ (Telephone: 202-WO 7-4823).

● **IRELAND**—Supply and installation of a private automatic branch telephone exchange. Specification No. PX 4/65, bid deadline Dec. 10. Department of Posts & Telegraphs, Engineer-in-Chief, Contracts Section, Rm. 513, Hawkins House, Dublin 2.★ (Telephone: 202-WO 7-4823).

367 Electronic components, accessories

ETHIOPIA—Electronic apparatus for industrial use. Direct purchase and agency. Electric Amalgamated Ltd. (importer-exporter, manufacturers' representative, sales agent), P.O. Box 2090, Addis Ababa. WTD 11/5/65.

FRANCE—Electronic spare parts and components, such as condensers, resistors, potentiometers. Direct purchase and agency. Electrotechnique Moderne de l'Oise (manufacturer), 39 bis Route Nationale, La Croix-Saint-Ouen (Oise). WTD in preparation.

Diamond and sapphire needles for record players. Ets. Daniel Tahon (importer, dealer), 3/5 Rue Eugene Sue, Neuilly-Plaisance (S. & O.). WTD 9/29/65.

371 Motor vehicles, motor vehicle equipment

DENMARK—Automotive spare parts and accessories. Hans Lystrup A/S (importer), 5-7 Pilealle, Copenhagen F. WTD 10/6/65.

MEXICO—Automotive parts, accessories. Gomez de la Cortina, S.A. (importer, retailer), Av. Hidalgo No. 20, Celaya, Gto. WTD 1/18/65.

372 Aircraft, parts

MEXICO—Fuel and oil filters, filtering materials, protection systems for fuel and lubricants, service equipment for airplanes, quality control equipment. Nacional de Combustibles de Aviacion, S.A. (importer, wholesaler), Km.

1 Antiguo Camino Penon-Texcoco, Aeropuerto Internacional de la Ciudad de Mexico, Mexico, D.F. WTD 1/11/65.

381 Engineering, laboratory, scientific, research instruments

GERMANY—Highly developed electronic and nuclear instrumentation, educational items. Direct purchase or agency. Richard H. Stern and Richard H. Stern Nuclear Division (importer, exporter, sales agent), 6 Frankfurt am Main, Kaiserstrasse 13. WTD 3/25/65.

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRIA—Mechanical measuring and controlling instruments for the chemical industry, particularly for pressure, liquid levels, temperature. Equipment for controlled feeding. Dipl. Ing. Max Pannitschka offene Handelsgesellschaft (manufacturer importer), Schelleingasse 8, Vienna IV. WTD 11/9/65.

DENMARK—Automatic temperature controls for heating plants in residential buildings. Logstrup & Hoyers Eftf. (importer), 1 Frederiksborgvej, Copenhagen NV. WTD 11/9/65.

GERMANY—Densimeters for gases or liquids, level indicators providing readings by electrical or pneumatic means or by capacity measuring system, turbine (shunt) meters, meters for gases or liquids, flow meters not operating on float principle, other appliances in field of measuring and regulating equipment. Importing distributor requests quotations cif German or Dutch ports. Josef Heinrichs Apparatebau, Attn.: Mr. Herman Schoensfeld.. 393 Stolbergerstr, 5 Koeln-Braunsfeld. WTD 10/28/65.

ITALY—Thermostatic water mixers for baths and showers. Rubinetterie Rapetti, S.a.s. (manufacturer), Via Solferino 13, Castiglione Stiviere (Mantova). WTD 6/25/65.

● **PAKISTAN**—Supply of approximately 6,800 water meters and 6,400 water meter yokes for Dacca and Chittagong. Meter sizes range from ½" to 6". Bid deadline Jan. 17, 1966. Specifications and tender documents available from: Parsons Corp., 617 West Seventh St., Los Angeles 17, Calif., or from The Chairman, Dacca Water Supply & Sewerage Authority, 9-D Motizheel Commercial Area, Dacca. Cable address: WASADAC, DACCA, East Pakistan.

384 Surgical, medical, dental instruments

● **CEYLON**—Supply of 2 cardiac catheterization units complete with X-ray tube, high tension generator, control panel, fluoroscopic screen, image intensifier, related accessories. Bid deadline Jan. 25, 1966. The Chairman, Tender Board, Ministry of Health, P.O. Box No. 500, Colombo.★ (Telephone: 202-WO 7-2939).

FRANCE—Adhesive tape, plasters, nonmedicated, for clinical and hospital use only. Direct purchase and agency. Organisation Moderne pour la Fabrication & la Vente des Materiaux de Protection et d'Isolation (O.M.A.P.I.) (importer, wholesaler), 9bis rue Jacques-Amyot, Compiegne (Oise). WTD 10/22/65.

● **GREECE**—Supply of cardiology apparatus and instruments including catheteriasm and oscillation angiocardiography apparatus with special X-ray diagnostic table of catheteriasm, luminosity amplifier, T.V. system, receiver-camera of 35 mm., projection-camera 35 mm., X-ray diagnostical unit and related accessories. Tender No. F.22, bid deadline Dec. 14. Estimated value $64,670. Institute of Social Insurance (IKA), Supplies Division, Foreign Purchases Section, 9 Aghiou Constantinou St., Athens.★ (Telephone: 202-WO 7-2939).

MEXICO—Dental articles, material. Especialidades Medico-Dentales (importer, retailer), Puebla No. 159, Mezzanine, Mexico, D.F. WTD 2/24/65.

386 Photographic equipment

PAKISTAN—Photocopiers, whiteprinters. Modern Tycaloe Corp. (importing distributor), 11 Dinga Singh Bldg., The Mall, Lahore, West. WTD 10/13/65.

394 Toys, amusement, sporting goods

BELGIUM—Toys , mechanical; toy sets; stuffed toy animals; educational games, blocks and toys. Direct purchase and/or agency for Belgium. Etablissements Tecomin (importer, agent), 96 Blvd. Charlemange, Brussels 4. WTD in preparation.

FRANCE—Health, exercise, leisure products, such as home rowers, isometric exercises, vitality kits for women, electric vibrating slant boards. Direct purchase and agency. Jean-Paul Athias (importer, wholesaler, commission merchant), 63 Rue Perrier, Montrouge, Seine. WTD 8/26/65.

Surf-riding boards, all sizes, preferably very new types, such as plastic foam boards. Direct purchase and agency. Descriptive leaflets and price lists requested. Comptoir de Fabriques (wholesale dealer), 50-52 Rue Barreyre, 33-Bordeaux, Gironde. WTD 10/20/64.

HONG KONG—Complete bowling alley equipment. Paramount Interior Decorator, Ltd. (importer, manufacturer, exporter), 308 Shell House, Hong Kong. WTD 6/26/63.

395 Pens, pencils, office, artists' materials

PAKISTAN—Mimeograph (duplicating machine) stencil paper. Modern Tycaloe Corp. (importing distributor), 11 Dinga Singh Bldg. The Mall, Lahore, West. WTD 10/13/65.

505 Farm products

GERMANY—Oilseeds; for own account; requests quotations cif Rotterdam; replies in German. Jb. Schmidt & Soehne Oelfabrik (manufacturer), 6551 Odernheim, Postfach. WTD 1/11/65.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

AUSTRALIA—Freeze-dried foods, all kinds; dried figs in 8 oz. cellophane or plastic packs. W. K. King Pty. Ltd. (importer), 33 Macquarie Place, Sydney, N.S.W. WTD 6/22/65.

204 Grain mill products

ITALY—Cereals: corn, wheat, oilseeds. I. Calderon (agent), Viale Umbria 82, Milan. WTD 7/24/64.

209 Food preparations

BELGIUM—Foodstuffs, food preparations, groceries, specialties for snack bars, other food novelties, confectionery. Agency for Benelux countries. Exico S.P.R.L. (importer, agent), 564A Rue Vanderkindere, Brussels 18. WTD in preparation.

VIET-NAM—Wide range of edible vegetable oils, including groundnut oil, cottonseed oil, peanut oil. South Asia Trading Co. (manufacturers' representative), 7 Pasteur, Saigon. WTD 11/4/65.

221 Broad woven fabric mills, cotton

FINLAND—Cotton fabrics for women's dresses. Hammarberg & Co. (agents), Malminrinne 1B, Helsinki. WTD 7/16/65.

222 Broad woven fabric mills, man-made fiber

FINLAND—Nylon fabrics -for outerwear, men's or women's. Hammarberg & Co. (agents), Malminrinne 1B, Helsinki. WTD 7/16/65.

223 Broad woven fabric mills, wool

FINLAND—Men's mixed and pure wool suit fabrics, heavy weight, 14 to 20 oz. Hammarberg & Co. (agents), Malminrinne 1B, Helsinki. WTD 7/16/65.

225 Knitting mills

FRANCE—Neckties, knitted. Dewey (manufacturer, dealer), 3 Rue Saint Fiacre, Paris 2e. WTD 9/24/65.

231 Men's, youths', boys' suits, coats, overcoats

FRANCE—Men's, youth's, boys' suits, coats, overcoats. Jacques Patrice de Willenich (agent), 110 Blvd. Exelmans, Paris 16e. WTD 7/28/65.

232 Men's, youths', boys' furnishings

FRANCE—Men's, youths', boys' furnishings: shirts, including polo and sports shirts; nightwear; underwear; neckties; scarves; mufflers; separate trousers. Jacques Patrice de Willenich (agent), 110 Blvd. Exelmans, Paris 16e. WTD 7/28/65.

Neckties. Dewey (manufacturer, dealer), 3 Rue Saint Fiacre, Paris 2e. WTD 9/24/65.

SWEDEN—Protection and work clothing, such as overalls, for use on ships and for other marine purposes. Anders Ryman (sales agent), Garvar Lundins Grand 5, Stockholm K. WTD 2/24/65.

233 Women's, misses', juniors' outerwear

FRANCE—Blouses, waists, shirts; dresses, including ensemble dresses. Jacques Patrice de Willenich (agent), 110 Blvd. Exelmans, Paris 16e. WTD 7/28/65.

241 Logging camps, logging contractors

ITALY—Pitchpine, hemlock, walnut, Douglas fir, logs. F. Valente (agent), Via Facchinetti 8, Vicenza. WTD 7/20/64.

249 Wood products

AUSTRALIA—Wooden novelties, specialties, small gifts, curios. Repredent Pty. Ltd. (manufacturers' representative), Suite 15, 1st Floor, 647 George St., Sydney, N.S.W. WTD 10/28/65.

251 Household furniture

PERU—Home decoration items such as tables, lamps, curtains. Importaciones Representaciones Universal S.A. (IRUSA) (importer, wholesaler, representative), Manco Capac 293, La Victoria, Lima. WTD 2/12/64.

264 Converted paper, paperboard products

AUSTRALIA—Novelties, specialties, small gifts and curios. Repredent Pty. Ltd. (manufacturers' representative), Suite 15, 1st Floor, 647 George St., Sydney, N.S.W. WTD 10/28/65.

MEXICO—Newsprint paper. Transacciones, S.A. (importer, exporter, wholesaler, sales agent), Gante No. 11, Suite 407, Mexico 1, D.F. WTD 10/20/65.

VENEZUELA—Wallpaper. Sales agency for all Venezuela. Requests replies in Spanish. M. Alevy (sales agent), Aptdo. 2123, Caracas. WTD 10/26/65.

273 Books

FINLAND—Technical, scientific subject text books, encyclopedias; art, social sciences publications. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

MEXICO—Religious, art books. Exclusive distributorship or representation. Ausonia Comercial, S.A. (importer, retailer), Isabel la Catolica No. 33, Mexico, D.F. WTD 1/19/65.

281 Industrial chemicals

VIET-NAM—Full lines of chemicals, including caustic soda, sodium carbonate, feldspar powder, fluorspar powder. South Asia Trading Co. (manufacturers' representative), 7 Pasteur, Saigon. WTD 11/4/65.

283 Drugs

MEXICO—Pharmaceutical specialties. Laboratorios J. C. Thome, S.A. (manufacturer, importer), Moras No. 360, Mexico, D.F. WTD 8/25/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

SWEDEN—Cleaning preparations and rust preventatives for cars. Anders Ryman (sales agent), Garvar Lundins Grand 5, Stockholm K. WTD 2/24/65.

285 Paints, varnishes, lacquers, enamels

FINLAND—Paints, enamels, varnishes, related products for paint manufacturing or shipbuilding use. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

287 Agricultural chemicals

FRANCE—Organic, inorganic fertilizers, in liquid form, for general farming purposes, delivered in dispenser cans. Rene Le Guern (commission merchant, agent), Le Moulin de Chandai (Orne). WTD 8/10/64.

PAKISTAN—Insecticides and pesticides for agricultural use. Importer and indent agent requests quotations c&f Karachi. Seedson, Jehangir Mansion, Near Thattai Compound, Bunder Rd., Karachi. WTD 12/3/64.

307 Plastic products

AUSTRALIA—Plastic novelties, small gifts, curios, all types. Repredent Pty. Ltd. (manufacturers' representative), Suite 15, 1st Floor, 647 George St., Sydney, N.S.W. WTD 10/28/65.

MEXICO—Plastic tapes, polypropylene or saran. Aluminio Ornamental, S.A. (manufacturer, importer), Calz. de las Aguilas 363, Mexico, D.F. WTD 2/16/65.

317 Handbags, personal leather goods

AUSTRALIA—Wallets, key cases, purses, other small personal leather items. Repredent Pty. Ltd. (manufacturers' representative), Suite 15, 1st Floor, 647 George St., Sydney, N.S.W. WTD 10/28/65.

FINLAND—Personal leather goods for gift shop or department store use. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

319 Leather goods

FINLAND—Leather desk sets, toilet sets, related products suitable for gift shop or retail store use. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

322 Glass, glassware

ITALY—Polycarbonate lighting globes for industrial lighting fixtures. Dr. Ing. Ugo Pollice, S.p.A. (manufacturer), Via Pisino 12, Milan. WTD 9/13/65.

323 Glass products

AUSTRALIA—Glass novelties, small gifts, curios, all types. Repredent Pty. Ltd. (manufacturers' representative), Suite 15, 1st Floor, 647 George St., Sydney, N.S.W. WTD 10/28/65.

331 Steel mill products

PAKISTAN—Railway track materials, such as steel rails, fishplates, steel sleepers. Importer and indent agent requests quotations c&f Karachi. Adil Bros. Baitul Hamd, 140 Bunder Rd., Karachi. WTD in preparation.

SWEDEN—Electrolytic and hot dip tin plate for making containers. Siscol AB (importer, exporter, sales agent), Box 237, Norrkoping. WTD 11/3/65.

342 Cutlery, hand tools, general hardware

AUSTRALIA—Marine hardware for all types and sizes of pleasure craft; tools, tool sets, including special-purpose tools, for sportsmen's use. Repredent Pty. Ltd. (manufacturers' representative), Suite 15, 1st Floor, 647 George St., Sydney, N.S.W. WTD 10/28/65.

FINLAND—Hand tools, non-electric or electric provided adaptable for 220 v., 50 cycle, a.c. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

FRANCE—Household hardware, all kinds; accessories and fittings for home furniture. Builders' and cabinet-makers' hardware and hand tools; "do-it-yourself" equipment. Agency for central France or section thereof. M. & H. Penicaut (wholesaler, retailer, agent), 8 Rue Louvrier-Lajolais, 87 Limoges, Haute-Vienne. WTD 11/10/65.

VENEZUELA—Kitchen cutlery in general; hardware in general, including builders' hardware; hand saws, hammers, complete hand tool lines. Sales agency for all Venezuela. Requests replies in Spanish. M. Alevy (sales agent), Aptdo. 2123, Caracas. WTD 10/26/65.

343 Heating apparatus, plumbing fixtures

FINLAND—Heating equipment fueled by oil, gas, paraffin or coal. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

FRANCE—Household space heaters. Cie. des Anciens Ets. Labbe Freres (manufacturer), Ave. Jean-Jaures, Saint-Florent (Cher). WTD 10/25/65.

345 Screw machine products

VENEZUELA—Iron and steel screws for metal and wood. Sales agency for all Venezuela. Requests replies in Spanish. M. Alevy (sales agent), Aptdo. 2123, Caracas. WTD 10/26/65.

346 Metal stampings

VENEZUELA—Kitchen utensils. Sales agency for all Venezuela. Requests replies in Spanish. M. Alevy (sales agent), Aptdo. 2123, Caracas. WTD 10/26/65.

349 Fabricated metal products

AUSTRALIA—Metal novelties, specialties, small gifts, curios. Repredent Pty. Ltd. (manufacturers' representative), Suite 15, 1st Floor, 647 George St., Sydney, N.S.W. WTD 10/28/65.

FRANCE—Metal gadgets and novelties, all types. Jacques Patrice de Willenich (agent), 110 Bld. Exelmans, Paris 16e. WTD 7/28/65.

PAKISTAN—Irrigation distribution equipment: aluminum pipe; plastic pipe and fittings; water gates and controls; overhead irrigation equipment. Importer and indent agent requests catalogs, quotations c&f Karachi. Seedson, Jehangir Mansion, Near Thattai Compound, Bunder Rd., Karachi. WTD 12/3/64.

351 Engines, turbines

FRANCE—Outboard motors. Suermondt & Dumont (importer), 39 Rue de Liege, Paris 8. WTD 10/20/65.

352 Farm machinery

FINLAND—Farm and orchard machinery, equipment, tools, related items. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

FRANCE—Power-driven cultivators. Suermondt & Dumont (importer), 39 Rue de Liege, Paris 8. WTD 10/20/65.

PAKISTAN—Wheel tractors, under 100 hp. Importer and indent agent requests catalogs, quotations c&f Karachi. Engineering & Trading Corp. (Pakistan) Ltd., 513 Qamar House, Bunder Rd., Karachi 2. WTD 1/20/65.

Fertilizing machinery and attachments; fertilizer spreaders and applicators. Importer and

indent agent requests catalogs, quotations c&f Karachi. Seedson, Jehangir Mansion, Near Thattai Compound, Bunder Rd., Karachi. WTD 12/3/64.

PERU—General agricultural machinery, equipment, spare parts. Importaciones Representaciones Universal S.A. (IRUSA) (importer, wholesaler, representative), Manco Capac 293, La Victoria, Lima. WTD 2/12/64.

353 Construction, mining, materials handling machinery

ITALY—Hydraulic crane, elevating platforms, grabs, winches to be mounted on trucks. Boffa & Moglia (distributor), Via Privata R. Ceroni 5, Milan. WTD 8/8/63.

354 Metalworking machinery

FRANCE—Precision engineering machinery and tools. Etablissements Wilson, S.A. (manufacturer, dealer), 21 Avenue Paul Doumer, Rueil-Malmaison (S & O). WTD 7/27/65.

355 Special industry machinery

ITALY—Food, fruit and vegetable canning and filling machinery; automatic and semi-automatic can welding machines. A.T.U.T.A. (manufacturer, agent), Localita' Dosso, Premenugo di Settala (Milan). WTD 2/9/65.

SWEDEN—Equipment for graphics industries; new articles and methods for cutting and creasing blanks for offset or letterpress printing. Siscol AB (importer, exporter, sales agent), Box 237, Norrkoping. WTD 11/3/65.

VIET-NAM—Machinery for vegetable oil industries, such as oil expeller, filter press, decorticator. South Asia Trading Co. (manufacturers' representative), 7 Pasteur, Saigon. WTD 11/4/65.

356 General industrial machinery

FINLAND—Fire protection systems, alarm systems for industrial installations. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki. WTD 11/4/65.

ITALY—Centrifugal fans, light types for air-conditioning equipment. Officine Elettromeccaniche Botteon Piacentini (manufacturer), Via N. Sauro 66/68, Bollate (Mil.) WTD 7/19/65.

PAKISTAN—Centrifugal pumps. Importer and indent agent requests catalogs and quotations c&f Karachi. Seedson, Jehangir Mansion, Near Thattai Compound, Bunder Rd., Karachi. WTD 12/3/64.

357 Office, computing, accounting machines

VENEZUELA—Low-priced typewriters, portable and office. Sales agency for all Venezuela. Requests replies in Spanish. M. Alevy (sales agent), Aptdo. 2123, Caracas. WTD 10/26/65.

362 Electrical industrial apparatus

FRANCE—Spot welding guns with one sliding electrode for welding in any position and at any distance from generator Eugene Saks (commission merchant), Chateau d'Ardilliere, Ardilliere par Limours (S&O). WTD 4/23/65.

PAKISTAN—Generator sets, diesel engine driven. Importer and indent agent requests catalogs and quotations c&f Karachi. Seedson, Jehangir Mansion, Near Thattai Compound, Bunder Rd., Karachi. WTD 12/3/64.

VIET-NAM—Induction motors from 1/20 hp to 100 hp; parts for same. South Asia Trading Co. (manufacturers' representative), 7 Pasteur, Saigon. WTD 11/4/65.

363 Household appliances

FRANCE—Electric housewares: air heaters, bed coverings, blenders, broilers, deep fat fryers, flat irons, food mixers, hot plates, percolators and coffee makers, roasters, toasters, desk and bracket fans, hassock or floor fans. Jacques Patrice de Willenich (agent), 110 Bld. Exelmans, Paris 16e. WTD 7/28/65.

Household appliances, electrical, a.c., 50-cycles, 110/115 or 220 v., of modern types, all categories, including vacuum cleaners; laundry- and dish-washing machines; refrigerators; cooking ranges and heaters; small electrical kitchen devices and gadgets. Agency for central France or section thereof. M. & H. Penicaut (wholesalers, retailers, agents), 8 Rue Louvrier-Lajolais, 87-Limoges, Haute-Vienne. WTD 11/10/65.

Electric air heaters; electric washing machines. Cie. des Anciens Ets. Labbe Freres (manufacturer), Ave. Jean-Jaures, Saint-Florent (Cher). WTD 10/25/65.

ITALY—Industrial sewing machines for wearing apparel industry. Mario Jeri (manufacturer, agent), Viale 5 Giornate 91/93, Caronno Pertusella (Varese). WTD 3/16/65.

VENEZUELA—Electric housewares, floor polishers, juice extractors, mixers, similar small appliances; 110 v., 50/60 cycles. Low-priced sewing machines, domestic portable and industrial types. Sales agency for all Venezuela. Requests replies in Spanish. M. Alevy (sales agent), Aptdo. 2123, Caracas. WTD 10/26/65.

365 Radio, television reciving sets

FINLAND—Radio receiving sets, phonographs, record players, tape recorders. Must be adaptable for 220 v. 50 cycle a.c. or battery operated. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

HONG KONG—Wireless television sets, high fidelity tape recorders, amplifiers, speakers, cartridge, turntable, tuners, related lines; exclusive agency. A. Dransfield & Co. (wholesaler, importer, exporter), 725/730 Alexandra House, P.O. Box 724, Hong Kong. WTD 7/19/63.

366 Communication equipment

ITALY—Closed circuit television, complete systems for industry: for thermoelectric plants, for cement plants, etc. Fabriche Elettrotecniche Riunite (manufacturer, agent), Viale Monza 270, Milan. WTD 11/5/64.

PAKISTAN—Railroad signal systems. Importer and indent agent requests quotations c&f Karachi. Adil Bros., Baitul Hamd, 140 Bunder Rd., Karachi. WTD in preparation.

PERU—Electronic commercial intercommunication equipment. Importaciones Representaciones Universal S.A. (IRUSA) (importer, wholesaler, representative), Manco Capac 293, La Victoria, Lima. WTD 2/12/64.

367 Electronic components, accessories

FINLAND—Radio, television electronic components and accessories for manufacture of sets. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

369 Electrical machinery, equipment, supplies

ITALY—Electro encephalograph apparatus; urological and neurological diagnosis and treatment apparatus; opthalmological and orthotic instruments. Amplimedical (agent, distributor), Via Santa Cecilia 2, Milan. WTD 9/5/63.

VIET-NAM—Spark plugs. South Asia Trading Co. (manufacturers' representative), 7 Pasteur, Saigon. WTD 11/4/65.

371 Motor vehicles, motor vehicle equipment

FINLAND—Automobile accessories and spare parts; must be adaptable for use on European vehicles. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

382 Instruments for measuring, controlling, indicating physical characteristics

ITALY—Pressure and acceleration transducers, strain gauges. Societa' Anna (agent), Via Arimondi 8, Milan. WTD 11/10/64.

383 Optical instruments, lenses

AUSTRALIA—Telescopes, binoculars, telescopic sights. Repredent Pty. Ltd. (manufacturers' representative), Suite 15, 1st Floor, 647 George St., Sydney, N.S.W. WTD 10/28/65.

386 Photographic equipment

FINLAND—Camera accessories, film development equipment, related items. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

387 Watches, clocks

FINLAND—Watches, alarm clocks, related items for gift shop or retail store use. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

394 Toys, amusement, sporting goods

AUSTRALIA—Games and toys; dolls; children's vehicles; equipment for all indoor and outdoor sports, including fishing, hunting, camping. Repredent Pty. Ltd. (manufacturers' representative), Suite 15, 1st Floor, 647 George St., Sydney, N.S.W. WTD 10/28/65.

FINLAND—Toys, games, models, related items. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

PERU—Model plastic boats, airplanes, cars, etc., in parts to be assembled. Importaciones Representaciones Universal S.A. (IRUSA) (importer, wholesaler, representative), Manco Capac 293, La Victoria, Lima. WTD 2/12/64.

396 Costume jewelry, costume novelties, buttons, notions

AUSTRALIA—Novelties, small gifts, curios, all types. Repredent Pty. Ltd. (manufacturers' representative), Suite 15, 1st Floor, 647 George St., Sydney, N.S.W. WTD 10/28/65.

FRANCE—Cuff links. Dewey (manufacturer, dealer), 3 Rue Saint Fiacre, Paris 2e. WTD 9/24/65.

399 Manufacturing industries

AUSTRALIA—Barbers' and hairdressers'

tools, utensils, equipment; novelties of all types. Repredent Pty. Ltd. (manufacturers' representative), Suite 15, 1st Floor, 647 George St., Sydney, N.S.W. WTD 10/28/65.

FINLAND—Smokers' accessories, pipes, pouches, lighters, related products. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

FRANCE—Advertising novelties. Jacques Patrice de Willenich (agent), 110 Bld. Exelmans, Paris 16e. WTD 7/28/65.

MEXICO—Garden umbrellas. Aluminio Ornamental, S.A. (manufacturer, importer), Calz. de las Aguilas 363, Mexico, D.F. WTD 2/16/65.

509 Wholesalers

ITALY—Waste paper, rags, cellulose (chemical and mechanical wood pulp) for paper industry. Ing. Giuseppe Santirocchi (agent), Viale Campania 42, Milan. WTD 9/28/64.

Leads for Importers

Commodities are offered direct unless specified.

019 Commercial farms

FRANCE—Field, fodder, grass-seeds of good quality, including French clover, crimson clover, trefoil (lotus corniculatus), other selected varieties. Wholesale exportations. Etablissements Louis Saint-Jeannet & Ses Fils (seed grower, cleaner, wholesaler, exporter, importer), Avenue de la Gare, 32 L'Isle-de-Noe, Gers. WTD 10/7/65.

203 Canning, preserving foods

ALGERIA—Olives; pickled capers. Requests replies in French. Moussaoui Pere et Fils (exporter), Blida-Joinville, Algeria. WTD Nov. 1965.

307 Plastic products

FINLAND—Tilting doors for garage or commercial use, made of fiber glass, plastic and aluminum edges. Many models available for direct sale or agency. Teksoglass Oy (manufacturer, exporter), Viipurintie 4, Hameenlinna. WTD 11/10/65.

343 Heating apparatus, plumbing fixtures

FINLAND—Fiberglass bathtubs, five different models produced. Available for direct sale or agency. Teksoglass Oy (manufacturer, exporter), Viipurintie 4, Hameenlinna. WTD 11/10/65.

373 Ship building, repairing

FINLAND—Rowboats, canoes, motorboats, sailboats of fiberglass construction. Available for direct sale or agency. Brochures, details available upon request. Teksoglass Oy (manufacturer, exporter), Viipurintie 4, Hameenlinna. WTD 11/10/65.

394 Toys, amusement, sporting goods

FINLAND—Fiberglass skis for slalom, cross-country or water skiing. Available for direct sale or agency. Brochures, details available upon request. Teksoglass Oy (manufacturer, exporter), Viipurintie 4, Hameenlinna. WTD 11/10/65.

399 Manufacturing industries

KOREA—Wigs, wiglets, ponytails, eyelashes. Direct sale to importers. Pyung Chang Industrial Co., Ltd. (manufacturer, exporter), C.P.O. Box 88, Seoul. WTD 9/25/64.

Iraq in market for various HF radio receiving items

The Central Foreign Purchasing Board, Ministry of Finance, Baghdad, has issued tender No. 37/65 calling for various items of HF radio telegraphy equipment for the Directorate General of Civil Aviation.

Among the items sought are radio telegraph receiving terminals containing 4 independent receivers and one aerial amplifier, 3 frequency converter/keying units, and 3 RTT terminals for the 2-30 Mc/s frequency range, with 6 crystal controlled frequencies, spare parts for two years' operation, and installation materials.

The bidding deadline for offers under this tender is Jan. 2, 1966, at the Offices of the Central Foreign Purchasing Board.

Copies of the tender documents may be obtained from the Board against payment of $1.40, plus $.70 to cover airmail to the U.S.

Loan copies of the tender documents are available to firms in the U.S. from the Electronic Division, BDSA-6420, Rm. 4119, Department of Commerce, Washington, D.C., 20230. Telephone 202 967-4036.

NATO calls for tenders on project in Norway

The Norwegian Defense Construction Service will call for bids on an International Competitive Bidding (ICB) basis for construction at Bodo airfield of three reinforced concrete buildings costing approximately $627,000.

Interested U.S. firms, eligible to participate in NATO-ICB must formally express interest by Dec. 15 to U.S. Embassy, Drammensveien 18, Oslo, Norway. Contract specifications will be distributed when detailed plans are ready.

Firms wishing to be certified for NATO are invited to submit requests enclosing a copy of their brochure, a current annual report and a completed copy of General Services Administration's Form 129 ("Bidders Mailing List Request") to the Trade Opportunities Staff, Department of Commerce, BDSA-6192, Washington, D.C. 20230. (Telephone: 202-WO 7-4674).

Peruvian firm requests bids on steel rails and equipment

The Peruvian Corp., Ltd., asks for bids by 12 noon, Dec. 10 on 6600 tons of rails, B.S. 80A; 5600 tons of rails, B.S. 80R; 22,500 pairs of couplings (joint bars); 92,000 spikes; 115,000 anchors; 115,000 seating plates (tie plates); 510,000 ball extractors; 6 sets of switch rails and 42 sets of combination rail couplings.

Requests for further details should be addressed to Peruvian Corp., Ltd., Apartado 1379, Lima, Peru. Bids should be sent to Balfour Williamson (Export Services) Ltd., Roman House, Wood St., London E.C.2, England.

The World Bank will pay suppliers in cash according to the notice of this trade opportunity.

Iraq requests bids on radio equipment and spare parts

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, is requesting bids for radio transceivers and various quantities of spare parts.

INQ/65/SIG/28 seeks sizeable quantities of AN/GRC-9 transceivers and assorted components and spare parts.

ING/65/SIG/12 calls for spare parts for radio transmitter No. 12 and receiver R-107.

Bid deadline for offers under these requests is Dec. 28 at the offices of the Directorate of Contracts and Purchases, Baghdad.

Copies of the bid specifications are available free from the Armed Forces Attache, Embassy of the Republic of Iraq, 3510 Garfield St., N.W., Washington, D.C.

Radio telephone terminal bids invited by India

The Directorate General of Supplies and Disposals, New Delhi, has issued invitation to tender No. 407/34/071/26-8-65/Cell, calling for the supply of one radio telephone terminal.

The equipment is to operate with a Sieman SSB transmitter, type FO 135 S 630/1, and a Racal receiver type RA17-L, and land wires, at the Ratlam station of the line to Bombay.

The equipment should include an amplifier and VOGAD and VODAS devices. It should be functionally similar to Siemen Eng. Mfg. Co., Ltd., equipment, type Ref 13E 36A 3a.

Bid deadline is Dec. 8 in New Delhi.

Copies of the tender documents may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008, against payment of $1.25, referring to No. D/ENQ/1914.

Laboratory foundry in Iraq needs equipment, materials

Iraq's Ministry of Finance, has issued tender No. 35/65 for the supply of equipment and materials for a training foundry at the High Technical Institute in Baghdad.

Some of the supplies sought are 30 tons of special grey iron, one rotary furnace, one 200 kg. crucible furnace, one 150 kg. crucible furnance, 1 table model water distilling apparatus.

Bid deadline is January 16, 1966.

Tender documents may be obtained for $3.50 per copy, payable in advance, from the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq.

Extraction plants for gas sought in Burmese tender

The Peoples' Oil Industry, 604 Merchant St., Ragoon, has announced a tender for the engineering design, procurement and supply of plants for the extraction of natural gasoline and liquefied petroleum gas from oilwell casinghead gases, together with associated tankages and bottling facilities.

The tender document giving further details and conditions may be obtained from the Peoples' Oil Industry on payment of K 50 ($11.16) per copy, or from the Embassy of Burma, 2300 S St., N.W., Washington, D.C. 20008, for $10.50 per copy.

Bids must be received in Rangoon before April 30, 1966.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

BRAZIL—Anchyses C. Lopes, Scandia Projetos e Engernharia S.A., Av. Rio Branco 85, 10° andar, Rio de Janeiro, ZC 21, **interested in engineering aspects of iron and steel industry and requesting technical information.** Nov. 21 via New York for 50-60 days. c/o Summit Hotel of New York, E. 51st & Lexington Ave., New York, N.Y. Itinerary: New York, Pittsburgh, Buffalo, Philadelphia, Washington, Chicago, Denver, Los Angeles, San Francisco, New Orleans, Miami. WTD in preparation.

NETHERLANDS—Franciscus Huybreghs, N.V. Handelsvereniging Hagen, Kantorenflat, Oostplein, Rotterdam, **interested in input and output equipment related to computers and requesting technical information.** Nov. 20-21 via New York for 13-17 days. c/o Desert Inn Country Club, Las Vegas, Nev. Itinerary: New Orleans, Cleveland and Canton, Ohio, Las Vegas, Los Angeles, San Francisco. WTD 11/9/65.

PAKISTAN—Agha Ahmadali, Akhtar Trading Corp., Nadir House, McLeod Rd., Karachi 2, **interested in representing U.S. manufacturers of aircraft, accessories, replacement parts and tools, special paints and chemicals for aircraft uses, airport ground equipment, earth moving equipment, and contacting U.S. importers of handicrafts and novelties.** Late Nov. or early Dec. via New York for 6-8 weeks. c/o Buehler, Ltd., 2120 Greenwood St., Evanston, Ill. Itinerary: New York, Washington, Cleveland, Detroit, Quincy, Evanston, Peoria, Philadelphia, Chicago, Jacksonville, Atlanta, Miami, Los Angeles, San Francisco, Honolulu. WTD under revision.

VIET-NAM—Thai Luong Dean, Astor Hotel, 66 Tu Do, Saigon, **interested in hotel equipment for proposed six story hotel.** Nov. 13 via Honolulu for 1 month. c/o Department of Commerce Field Offices on route. Itinerary: Honolulu Nov. 13-Dec. 2; San Francisco Dec. 2-3; Los Angeles Dec. 4-5; Washington, D.C. Dec. 5-16; New York Dec. 16. WTD in preparation.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated November.

Business Firms—Gibraltar.
Hardware—Importers and Dealers—Australia.
Household Appliances—Importers and Dealers—Greece.
Metallurgical and Metal Working Plants—Portugal.

Future Construction

AUSTRALIA—Australia's Broken Hill Pty. Company and a U.S. firm, Cleveland Cliffs Iron Company of Ohio, will share the cost of building a **deepwater port and plant to treat iron ore** in the north-west of Western Australia. They will establish a port at Cape Preston, 90 miles north-east of Onslow and will also share the cost of a **standard gauge railway** running to the iron ore deposits 60 miles away. The entire development project will cost about £65 million ($145.6 million).

The Premier of Western Australia, David Brands, said that work would begin next year so that Cleveland Cliffs could begin exporting more than 3.5 million tons of iron ore pellets a year in 1969. This company has a contract to supply Japan with 71.4 million tons of pellets worth nearly £400 million ($896 million).

CANADA — According to the Premier of Saskatchewan, negotiations are underway between U.S. and Canadian (unidentified) interests for a **pulp mill** to be built in the Prince Albert area.

A company will be formed in Saskatchewan under the name of Saskatchewan Pulp and Paper Co. The proposed mill will have a capacity of 750 tons daily when it is started up in 1971 with employment for 5,000 people.

CHILE—Representative of the Government and the Telefonaktiebolaget L. M. Ericson signed the contract under which the Swedish firm will supply a series of **Telex exchanges** for installation throughout the country. At present there are only four such exchanges in Santiago, Antofagasta, Valparaiso and Punta Arenas.

Upon completion of the contract, which is called for within two years, **new exchanges will be constructed in Vina, Rancagua, San Fernando, Curico, Talca, Linares, Cauquenes, Chillan, Concepcion, Los Angeles, Angol, and Arica,** and **existing exchanges will be improved and enlarged.** The new equipment will be of the "crossbar" type with capacity for servicing 850 subscribers.

The Telex system is under control of the Department of Post Offices and Telegraph.

Reportedly, a **superphosphate plant** with a capacity of 120,000 tons per year is to be constructed in Chile. A feasibility study for this project is being prepared by the Rust Engineering Company of Pittsburgh, Pennsylvania. Cost of the plant is to be about $10 million and will involve about $4 million local procurement.

A loan equivalent to $1.2 million to the Universidad de Concepcion, in Concepcion, Chile, to improve training in the educational and social sciences was announced by The Inter-American Development Bank, 808-17th St., N.W., Washington, D.C. 20577.

The loan will finance 42% of the cost of a **$2,920,000 project,** being carried out by the university as part of a **general development program** designed to raise the level of instruction and research in those fields. The project provides for:

Construction of **buildings for central library,** an institute of social sciences, a school of education and for university classroom units.

Acquisition of **furniture and equipment** for the buildings.

Development of a teacher training program.

Execution of a **technical assistance plan** to hire visiting professors.

Proceeds of the loan will be devoted to construction of the buildings, the acquisition of furniture and equipment, teacher training, and technical assistance and inspection costs.

The University of Concepcion, a private institution which occupies campuses in Concepcion, Chillan and Los Angeles, embarked on a program in 1964 to reform and modernize its administrative and teaching organization and to expand its activities at the international level. The project being financed with the resources of the Bank loan will help to obtain the objectives relating to reforms in the teaching organization and will contribute to carrying out the goals of the Alliance for Progress in the field of education in Chile.

DENMARK—(1 dkr = $.14). The Road Administration, Ministry of Public Works, has announced that eight companies or groups of companies have submitted 33 bids on the steel constructions for the new Lillebelt bridge connecting the peninsula of Jutland with the island of Funen.

The various alternative bids fell in two major categories, (a) a traditional lattice construction and (b) a construction of prefabricated, 80-ft. long steel boxes comprising the road deck, which in both instances will be suspended in steel cables. The steel box construction is the cheapest and provides the best opportunities for sub-contracting to Danish industries (shipyards).

The low bidder was a Danish firm, Monberg & Thorsen A-S, Gladsaxevej 340, Kopenhagen, with a bid of 116.3 and 97.4 for (a) and (b) respectively.

The examination of the bids by the government's consulting engineers for the project, the Danish firm Ostenfeld & Jonson, will probably take several months.

GERMANY—The three proposals to replace the **ferry service between Meersburg and Constance (Konstanz)** across the northwest branch of Lake Constance has been rejected by the Government of the State of Baden-Wuerttemberg. The proposals (see INTERNATIONAL COMMERCE, Sept. 14, 1964, p. 57) called for either a steel suspension bridge, a floating bridge or a tunnel. The suspension bridge concept was turned down because of technical difficulties in construction of a center span 1800 meters long and construction of pylons in water depths ranging 100-150 meters. The floating bridge was rejected because it would block navigation, and the tunnel would be not only too costly, but replete with too many technical problems.

GHANA — Local press reported that the Government signed an agreement with Gammon (Ghana) Ltd., a British firm, for a **water supply and irrigation system** for the sugar cane plantation at Komenda. The project is expected to furnish water for the irrigation of 10,000 acres of sugar cane.

KUWAIT—In a speech to the Kuwait National Assembly, the Amir announced the Government's intentions to create a **secondary school for naval training** and to found a University of Kuwait. Future undertakings include **housing projects** for low-income families and **expansion of the medical care**

program. About 2,000 houses will be built, and tenders for construction of a **drugs plant** will be let soon. Blueprints for Kuwait's third major hospital, Mubarak the Great Hospital are being completed as well as the blueprints for the Eye, Ear, Nose and Throat Hospital, with late 1967 as the projected completion date for this facility.

In other fields, the Amir announced that studies are underway for the construction of a combined **radio and television station** and that construction of a **telegraphic transmitter at Suleibiya** will begin early 1966.

Tenders are to be issued for **increasing the sea water distillation** capacity at the Shuwaikh and Shuaiba plants from 11 to 17 million gallons per day by constructing new plants with a total capacity of 4 million and 2 million gallons per day respectively. The Ministry of Electricity and Water is studying further proposals for increasing distillation capacity and prospecting for fresh water supplies. Regarding the "Corniche" project, the Ministry of Public Works hopes to issue tenders by the end of 1967 and for the sewage projects, tenders for the firist three stages have been issued. Completion of the system is scheduled by the end of 1967.

MOROCCO — The World Bank has approved a loan equivalent to $10 million to assist in financing an agricultural **credit project** in Morocco. The loan will be made to the Caisse Nationale de Credit Agricole (CNCA) to provide funds for the agency's medium and long-term lending program over the next three years. The objective of the program is to enable farmers to maintain and increase production on farms under mechanized intensive agriculture, and to facilitate the modernization and improvement of farm now operated by traditional methods.

During the three years, July 1965-June 1968, NCA intends to make medium and long-term loans in a total amount of $20 million, half of which will be provided by the World Bank loan. The CNCA loans will be made both to individual farmers and cooperatives (who will be required to put up an additional $6 million of their own resources), and to the Central de Gestion des Exploitations Agricoles (CGEA), a government agency, which administers land formerly owned by foreign settlers and which, in due course, will be transferred to individual Moroccan farmers and cooperatives. In addition, CNCA will make extensive short-term credit available to farmers to be financed out of local resources.

Most of the loans to farmers and cooperatives will be for on-farm investments, including **land improvements, farm buildings, agricultural machinery and implements, tree crops, and some investments in light processing and storage facilities.** The farms must be economically viable units, that is, farms consisting of more than 12½ acres of irrigated land, or 37 acres of rainfed land. The farms operated by CGEA are of great economic importance as they are among the most fertile and productive in Morocco. Their most urgent need is for agricultural machinery and equipment and the loans to CGEA will, therefore, be used to help finance such purchases.

Procurement by farmers and cooperatives under their loans will be through normal trade channels. A number of international firms handling farm machinery and equipment are represented in Morocco. Equipment for CGEA farms is being purchased through the official tender system which provides for international competitive bidding under which local as well as foreign suppliers can submit proposals.

PHILIPPINES — The World Bank has made a loan equivalent to $5 million to the Central Bank of the Philippines for a **rural credit project.** The loan will provide funds for medium and long-term loans to be made by rural banks to farmers **for the purchase of farm machinery and the construction of small private irrigation works.**

The proceeds of the World Bank loan will be made available for medium and long-term loans to farmers through selected rural banks. Eligible borrowers from rural banks will be farmers cultivating no more than 125 acres, a few farmers' cooperatives, and persons rendering agricultural production services to such farmers and cooperatives.

Loans for minor irrigation systems will be used mainly for the purchase of low-lift pumps, motors and equipment for wells and the construction of irrigation canals. Those for farm machinery will finance both hand and wheel tractor attachments for land plowing, cultivating, harrowing, leveling and ditching. Funds will also be lent for farm implements for planting, mowing, harvesting, spraying and dusting and other purposes.

URUGUAY — Argentine Foreign Minister Zavala Ortiz took advantage of his arrival in Montevideo for the LAFTA Foreign Ministers Meeting to announce to the press that the recent conversations between Presidents Beltran and Illia are soon to bear fruit. He said that notes would be signed agreeing on the construction of the two long-planned **bridges** over the Rio Uruguay, one from Fray Bentos to Puerto Unzune and one from Paysandu to Colon.

Significant Awards

KOREA — Mitsui & Co. of Japan won OSROK's (Office of Supply, Republic of Korea) invitation to bid No. KFX 5122 N of Sept. 28, for 33,640 tons of steel rail with a bid of $140.91 per metric ton f. o. b. Japan, including commission and interest for deferred payment. Reportedly, similar tenders will be announced in the future.

SAUDI ARABIA—A copy of the Ministry of Communications' report, **"Status of Main Road Program"**, dated Oct. 1965, is available **on loan to U.S. firms.** The report does not cover Region 6, the 670 km coastal road from Mecca to Jizan, the design contract for which has not yet been completed. Recently, the Ministry awarded a contract for the construction of 557 km of roads to the Italian firm, INCAS, a wholly-owned subsidiary of the Italian Edison Group. The contract is valued at over $19 million. INCAS, located at Corso Peshiera 142, Torino, Italy, is the first non-Arab firm to win a contract in the Saudi road building program. Engineering supervision for this particular phase is by SAOTI, the Italian consultants that designed the road.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Firms can prequalify for Peru's port project

The Government of Peru invites firms to prequalify before 10 a.m., Dec. 6, to bid on the construction and dredging of the Port of Pisco at Punta Pejerrey.

The projects costs will be covered by the Government thru a pending World Bank Loan for expenses in foreign exchange. It is planned that approximately $7.5 million will be budgeted for this project.

Write and mail documents to Ministerio de Hacienda Y Comercio, Direccion de Administracion Portuaria, Obrass Del Terminal Mar II Imo de Pisco, Precalificacion, Decimo Piso, Lima.

Plans and instructions are available from the above Minister or from Livesey Henerson Consulting Engineers, 1 Finsbury Sq., London E.C. 2., England.

Argentina offers tender for sewer construction

Argentina's State Secretariat of Public Works requests bids for construction of the new discharge of the main sewer located in Berazategui, Province of Buenos Aires.

The official budget estimate for this project is approximately $5 million. The bid deadline is Jan. 18, 1966. Copies of conditions and technical specifications may be obtained for approximately $38 from Obras Sanitarias de la Nacion, Division Compras, Marcelo T. de Alvear 1840, Buenos Aires, Argentina.

One set of terms and specifications in Spanish is available for review by interested firms located in the U.S. at Water Industries and Engineering Services Division, Rm. 4111, BDSA, Department of Commerce, Washington, D.C. 20230.

New market surveys

The most recent titles in the Business and Defense Administration's (BDSA) Foreign Market Survey series include:

Audio-Visual Equipment in the United Kingdom. 44 pp. 50 cents.

Corrosion Protection Methods and Materials in Sweden. 43 pp. 50 cents.

Electroplating and Metal Finishing Equipment in the United Kingdom. 38 pp. 50 cents.

Write: Sales and Distribution Section, U.S. Department of Commerce, Washington, D.C. 20230.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1965—201-937/20

Calendar *for international traders*

ATLANTA—Dec. 8—In-Office Export Conference, Field Office. Sponsors: Field Office, Department of Commerce; REEC.

CEDAR RAPIDS, IOWA—Dec. 14—Foreign Trade Bureau of Chamber of Commerce, meeting, 6 p.m., Roosevelt Hotel.

CEDAR RAPIDS, IOWA—Jan. 18—Foreign Trade Bureau of Chamber of Commerce, meeting, 6 p.m., Roosevelt Hotel.

CHESTER, PA.—Dec. 7—Export Business Workshop, 2:30 p.m., Central YMCA. Sponsors: Delaware County Chamber of Commerce; REEC.

CHICAGO—Dec. 2—International Trade Club, meeting, 3-5 p.m., La Salle Hotel.

CHICAGO—Dec. 2, 3, 6—Businessmen's Consultations with Joseph Dougherty, U.S. Consul, Johannesburg, South Africa. Field Office.

CHICAGO—Dec. 7—In-Office Meeting, Field Office.

CHICAGO—Dec. 8—Meeting on Legal and Tax Problems in Exporting, Sheraton-Chicago Hotel. Sponsor: Inter-University Center.

CHICAGO—Dec. 9—International Trade Club, luncheon meeting, report by members of U.S. Trade Mission to Poland and Rumania, La Salle Hotel.

CHICAGO — Jan. 13 — International Trade Club, luncheon, La Salle Hotel.

CINCINNATI—Dec. 17—Export Workshop, 10-11 a.m., Field Office. Sponsor: REEC.

CLEVELAND—Dec. 2—World Trade Assn. Luncheon, 12 noon, Mid-day Club.

CLEVELAND—Dec. 8—Special Workshop "Export Financing and Foreign Investment," National City Bank. Sponsors: National City Bank; Field Office, Department of Commerce; REEC.

DALLAS—Dec. 1—In-Office Workshop with Nestor G. Lardicos, Commercial Specialist, American Embassy, Cairo. Field Office. Sponsors: Field Office, Department of Commerce; REEC.

DES MOINES, IOWA—Dec. 17—Export Workshop, Field Office. Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

JACKSONVILLE, FLA.—Dec. 14—In-Office Workshop on Export Expansion, 2 p.m., Field Office.

JOLIET, ILL. — Nov. 30 — In-Office Meeting, Chamber of Commerce.

KANSAS CITY, KAN.—Nov. 30—In-Office Workshop for New Exporters, Town House Hotel. Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

KANSAS CITY, MO.—Dec. 14—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Field Office, Department of Commerce; REEC.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:

Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

KANSAS CITY, MO.—Dec. 14—Meeting for New Exporters, 12 noon, Prom Motel. Sponsors: Field Office, Department of Commerce; REEC; International Trade Club.

MEMPHIS—Dec. 3—Export Clinic on India, Hotel Peabody. Sponsors: Chamber of Commerce; Field Office, Department of Commerce.

MEMPHIS—Dec. 7—"First Step" Export Workshop, Field Office, Sponsors: Field Office, Department of Commerce; REEC.

MILWAUKEE—Dec. 2—Milwaukee World Trade Club, Holiday Inn-Central.

MINNEAPOLIS — Dec. 8—Minnesota World Trade Assn., monthly dinner meeting, Hotel Sheraton-Ritz.

NEW YORK—Dec. 1—Businessmen's Conference and Consultations with members of U.S. Trade Mission to Poland and Rumania, U.S. Mission to United Nations Bldg. Sponsor: Field Office, Department of Commerce.

NEW YORK—Dec. 2—Machinery-Metals Export Club, monthly meeting, Overseas Press Club.

NEW YORK—Dec. 8—U.S. Council of International Chamber of Commerce, Inc., annual meeting, Hotel Pierre. Speaker: Henry H. Fowler, Secretary of the Treasury.

NEW YORK—Dec. 9—In-Office "Profits in Exports" Meeting, Field Office. Sponsors: National Handbag Assn.; Field Office, Department of Commerce.

NEW YORK—Dec. 14—International Executives Assn., monthly luncheon meeting in cooperation with International Advertising Assn., Hotel Statler Hilton.

PHILADELPHIA — Dec. 2 — Foreign Traders Assn. of Philadelphia, Inc., meeting, 6 p.m., Kugler's Restaurant.

SALEM, ORE.—Nov. 30—Mid-Willamette Valley International Business Short Course, Marion Motor Hotel.

SAN JUAN, P.R.—Dec. 1—Export Expansion Seminar, Banco Popular. Sponsors: Field Office, Department of Commerce; Banco Popular.

SAN JUAN, P.R.—Dec. 7—REEC 8th General Membership Meeting and Debriefing of the Puerto Rico IOGA Mission to Central America, Chamber of Commerce.

TALLAHASSEE, FLA.—Dec. 9—North-Central Florida REEC Meeting, 10 a.m., School of Business Administration Bldg., Florida State University.

TRENTON, N.J.—Dec. 3—Delaware Valley International Trade Assn., monthly meeting, 12:15 p.m., Famous Restaurant.

YORK, PA.—Nov. 30—World Trade Council of York Area Chamber of Commerce, 12 noon, Yorktowne Hotel.

UNITED STATES
GOVERNMENT PRINTING
DIVISION OF PUBLIC DOCU
WASHINGTON, D.C. 2

OFFICIAL BUSINES

UNIVERSITY MICROFILMS INC
313 N FIRST STREET
ANN ARBOR MICHIGAN
CR MAY

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE

First-Class Mail

BDSA

U.S. INDUSTRIAL OUTLOOK 1966

Trends in key United States industries . . . exports, imports, production, sales, shipments, employment, productivity, new products and developments . . . prepared by the Business and Defense Services Administration of the U.S. Department of Commerce. Use the advance order form now to reserve your copy. It will be mailed to you about January 5, 1966.

ADVANCE ORDER FORM

To: Superintendent of Documents
Government Printing Office
Washington, D.C. 20402
or
Any Department of Commerce Field Office

Enclosed find $_____ (check or money order) for ____ copies of U.S. INDUSTRIAL OUTLOOK FOR 1966, at $1.00 a copy.

Name .....

Street address .....

City, State, ZIP code .....

FOR USE OF SUPT. DOCS.

____Enclosed
____To be mailed later
____Subscription
____Refund
____Coupon refund
____Postage

PLEASE FILL IN MAILING LABEL BELOW

UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON, D.C. 20402

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID PAYMENT OF POSTAGE, $300

Name .....

Street address .....

City, State, ZIP code .....